

CONTINENTAL SELLING PRICES: AUSTRIA Sch.12; BELGIUM Fr.2; DENMARK Kr.3.5; FRANCE Fr.3.9; GERMANY DM.2; ITALY L.56; NETHERLANDS Fl.2; NORWAY Kr.3.5; PORTUGAL Esc.20; SPAIN Ptas.40; SWEDEN Kr.3.25; SWITZERLAND Fr.2.0; YR 12p

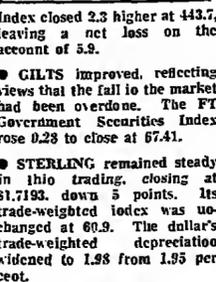
NEWS SUMMARY

GENERAL Peace hopes rise in Belize

Mr. Ted Rowlands, Foreign Secretary...

BUSINESS Slight recovery in equities and gilts

EQUITIES traded thinly but improved geographically on technical considerations.



Index closed 2.3 higher at 443.7, leaving a net loss on the account of 5.9.

Mass Grunwick picket expected

Trawlers collide

Angola rebel 'held'

Anti-rape rush

People and places

CHIEF PRICE CHANGES YESTERDAY

Liberal poll vote likely to harden pact with Labour

BY RICHARD EVANS, LOBBY EDITOR

The impressive Conservative win at the Saffron Walden by-election and the slump in the Labour vote make it more certain than ever that Mr. Callaghan will seek to retain power for a further year to avoid being forced into a disastrous election.

And to the relief of the Prime Minister, as well as Mr. David Steel, Liberal leader, the modest success of the Liberal candidate in taking a quarter of the vote should make it much easier to renew the Lib-Lab pact for a further session.

THE RESULT table with candidates and votes.

Had the Liberal vote slumped dramatically, as in previous by-elections this year, Mr. Steel would have come under increasing pressure from his colleagues to cut the party's losses and take their chance on an early election.

Negotiations on renewing the pact will start next week between Mr. Callaghan and Mr. Steel to a much better atmosphere than they had feared.

Curbs on pay push living standards to 4-year low

BY PETER RIDDELL, ECONOMICS CORRESPONDENT

LIVING STANDARDS in the U.K. fell to the lowest level for four years during the first quarter of this year—highlighting the intensified squeeze on real incomes during the present phase of pay restraint.

PERSONAL INCOMES AND SAVINGS table with columns for Real personal disposable income and Savings as a percentage of disposable income.

The Central Statistical Office said yesterday that real personal disposable incomes fell by about 2 per cent. in the first quarter of this year (to a decline of 3 per cent. on the previous three months).

The forecasts for personal consumption will depend not only on the expected rise in disposable incomes but also on the even more uncertain estimate of the savings ratio.

Japanese colour TV imports take 17% of U.K. market

BY CHRISTOPHER DUNN

JAPANESE imports took a sharply increased share of a buoyant U.K. market for colour TV sets in the first four months of this year.

The increase has raised fears that the understanding entered into between the U.K. and Japan over TV imports in November may be breached this year.

Understanding The colour TV market is showing signs of recovery from the depressed levels of demand last year and the inference is that the Japanese are taking an increasing share of a growing market.

But non-Japanese imports of colour TV sets have also moved ahead very sharply, to 31,000 from 11,500.

Leyland stewards to press for 20% pay rise

By Arthur Smith, Midlands Correspondent

SHOP STEWARDS at Leyland Cars' Longbridge plant are setting the pace in the scramble for higher pay in the motor industry.

Nearly 600 stewards, representing the 20,000 manual workers, voted in Birmingham yesterday to press for wage increases of "at least £5 a week—more than 20 per cent.—from November 1."

The visit was to witness the start of construction work on the factory for the £250m. Mot programme—a project crucial to the future of the State-owned concern.

Campaign

Longbridge, as the biggest Leyland plant, traditionally gives a lead to the annual wage round. Just 12 months ago, the stewards launched the campaign, which has since gathered pace rapidly, for a return to free collective bargaining.

Weaker army

Most diplomats in Lusaka believe that President Kaunda would prefer to avoid calling for a new attempt to meet the present settlement talks—whilst the Patriotic Front of Mr. Joshua Nkomo's guerrillas—since former Soviet President Nikolai Podgorny toured the area earlier this year.

Kaunda 'will accept help from Cubans'

BY OUR OWN CORRESPONDENT LUSAKA, July 8

PRESIDENT Kenneth Kaunda said today that he had accepted in principle offers of military aid from Cuba and Somalia to support from Cuba and Somalia and had made arrangements with "one or two countries" to send forces to Zambia if the need arose to combat serious Rhodesian attacks.

Dr. Kaunda made clear that he was not considering internationalisation of the Rhodesian conflict at present and would act only if provoked "beyond our patience."

Irrelevant

The Rhodesian security force base camp at Chirundu, on the bank of the Zambezi, was bombed by inaccurate mortar and small arms fire throughout last night, according to an official communiqué. The firing came from Zambia.

Rhodesian sources claimed to-night that about 3,000 to 3,500 ZAPU guerrillas were poised on the northern side of the Zambezi for a new attempt to upset the present settlement talks—whilst the Patriotic Front of Mr. Joshua Nkomo's guerrillas—since former Soviet President Nikolai Podgorny toured the area earlier this year.

Where Hine?

Hine (pronounced to rhyme with the English word 'fine') comes from Jarnac, at the very heart of Charente where the best Cognacs originate.

Advertisement for Hine Cognac featuring a bottle image and text: 'The Why, When, Where, and How of Hine Cognac'.

Handwritten signature or mark at the bottom of the page.

The week in London and New York

Activity very thin

ONLOOKER

The week once again started with very thin business on Monday although sentiment was bolstered in late trading following the big improvement in the U.K. currency reserves and earlier small declines were more or less erased by the end of the day. By Wednesday small selling was developing following the disappointment over Phase Three with the miners and the TGWU voting against another period of wage restraint while gilts were further depressed by the banking figures. With few buyers around both equities and gilts continued to drift lower. However, some recovery was seen yesterday on hopes of some form of a pay settlement between the Government and the TUC, but equities still finished the account with a fall of some 6 points.

GEC cash

GEC's shares have been falling this week, having come off from 203p on Monday (near the 1977 peak) to 195p on Thursday before rallying yesterday to close at 197p. But this has more to do with the setback in equities generally than any doubts about Britain's largest engineering group. The group reported its results for the year ended March 31, 1977 on Tuesday—after a buoyant second half, profits for the year were 34 per cent. higher at £273.3m. The growth sectors were power engineering which contributed 15 per cent. of total group profits after a rise of no less than three-quarters to £35m., and Marconi which makes equipment for automatic testing of electronic circuits and components, with profits of £45m. that could go even higher this year, given that orders are 55 per cent. up.

Underlying these advances was a strong export performance that was common throughout the group. Total exports rose by almost 30 per cent. to £524m. and now account for just over a quarter of group sales. The trend is continuing into the current year and export orders have doubled to £836m. Also doubled is GEC's net cash which now stands at £470m., reflecting strong cash flow as well as a surplus of £30m. of trade creditors and advance payments over the rise in stocks and debtors. When dividends restraints are lifted, shareholders should get a dividend boost. This thought may

well bring the shares up to the previous high for the year once the market recovers its nerve.

SW epitaph

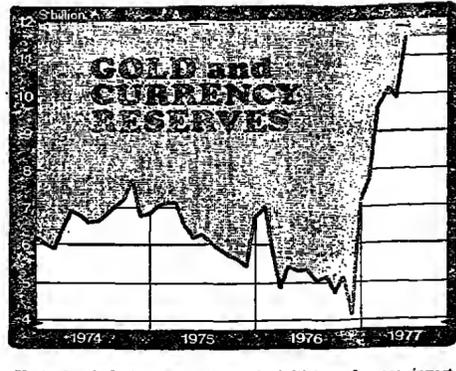
The famous name of Slater Walker is about to leave the ranks of listed companies. On Thursday last week, it announced the name will be changed to "Britannia Airways"—named after the two remaining subsidiaries (Unit Trusts and Insurance) which have kept their faces clean. Meanwhile an offer is going to be made for the outstanding sterling loan stocks. The last time such an offer was made, in 1973, Slater Walker incurred a lot of unpopularity. Offers were made for three of the stocks at levels which many in the market thought too low. Two of the offers went through all the same but the third did not and an offer at par became necessary. This time the company is taking time to consult the major holders with a view to making proposals which will be acceptable.

The negotiations will not be easy, and the price will depend largely on how near Slater Walker is to the trust deed borrowing limits. If it is on the brink of breaking them, as in 1973, then the loan stock holders will be very tough emboldened by the earlier experience.

But after the programme of disposals it seems unlikely that SW is under that kind of pressure. A more likely motive for the offer is a desire to have greater freedom in running down and otherwise changing the business. If this is the case then holders can only expect a moderate premium on the pre-offer price.

R-R/Fodens

As the smoke clears in the bid battle between Rolls-Royce and Fodens it looks as if Rolls' attempt to gain control with its latest offer (acceptance day is Monday) will fail. Smaller shareholders may well have been wooed by Fodens' emotive demands to stay independent, but in the final analysis it will be the hard-headed commercial logic of the institutions that will swing the balance. They hold virtually all the convertible preference shares and about a quarter of the Ordinary following the rescue of Fodens a couple of years back. So all in all institutional votes probably account for just under half the



Yesterday it looked as if City holders were willing to let Rolls' £11m. offer slide past. Perhaps it is the old bid battle game of holding on and hoping that Rolls will be tempted to step forward with another increased bid. If that is the case it might not take much more to get them to accept.

Chunnel fever

What would the market be without its annual "silly season" bull runs? Old hands will tell you that Chunnel Tunnel Investments is good for one of these a year. Someone dusts down the Chunnel project and CTT's shares go through the roof. This week the European Parliament urged the British and French Governments to look at the Chunnel again. If they did, and if the EEC gets round to formulating a common transport policy, there might be grounds for EEC funds for the project—of some sort. Not much to stimulate excitement you might think, but CTT's shares doubled early this week from 45p to 85p.

Now that's not all there is to strain credulity in this event. CTT used to offer 25 per cent. of British Channel Tunnel (the company that would be directly involved in the project) before the Government bought it in 1975. Which left CTT with nothing more than a third share of the engineering data collected over 80 years for which the Government agreed to pay £3m. It did not. The agreement lapsed. If—just if—it were to go ahead now, CTT would have to renegotiate the agreement. And the data may well be obsolete. All in all this is a tenuous link to an indeterminate project, and the shares are now back down to 54p.

their initial preference investment, and there is still the long term consideration that Fodens is a relatively small fish in a big pool, and of what might happen in a cyclical downturn.

After increasing its offer by

TOP PERFORMING SECTORS IN FOUR WEEKS FROM JUNE

Sector	% Change
Discount Houses	+8.2
Electronics, Radio and TV	+5.9
Electricals	+4.7
Oil	+3.9
Machine and Other Tools	+2.9
All-Share Index	+0.1

THE WORST PERFORMERS

Overseas Traders	-3.1
Contracting, Construction	-3.8
Shipping	-4.9
Merchant Banks	-5.1
Mining Finance	-6.3
Tobaccos	-8.5

MARKET HIGHLIGHTS OF THE WEEK

FT. Ind. Ord. Index	Price Ytd	Change on Week	1977 High	1977 Low
Treasury 1 1/2% '91 (£30 pd)	26 1/2	- 1 1/2	30 1/2	26 1/2
Abercorn Investments	125	+10	147	110
Assam Frontier	204	+12	213	150
Assoc. Newspapers	168	-28	197	120
BATs Defd.	209	-16	260	204
Blackman & Conrad	21	- 7	40	18
Braithwaite Eng.	282	+22	286	134
Brammer (H.)	124	+22	124	58
Butterfield Harvey	61	+20	64	29
Channel Tunnel	54	+19	85	28
Chesterfield Properties	233	+25	238	141
Hill & Earl	20	+10	20	8
Lep Group	260	+40	260	94
Metals Box	314	-10	332	246
Reefarm Nat. Glass	190	-17	219	77
Root Harvesters	54	+13	54	32
Sunley (B)	161	+14	170	90
Union Corporation	238	- 8	253	170
Waddington (J.)	184	+26	184	108

U.K. INDICES

Average week to	July 8	July 1	June 24
FINANCIAL			
Govt. Secs.	67.51	68.11	67.88
Fixed interest	68.19	68.30	67.93
Indust. Ord.	446.3	456.4	445.7
Gold Mines	109.4	110.6	110.6
Dealings mtd.	4.966	5.027	4.288
FT ACTUARIES			
Capital Gds.	182.03	183.91	177.32
Consumer (Durable)	171.04	172.34	167.43
Cons. (Non-Durable)	165.71	169.95	164.73
Ind. Group	179.77	182.65	177.20
500-Share	206.53	209.49	203.03
Financial Gp.	137.65	139.43	136.95
All-Share	188.02	190.41	185.25
Red. Debs.	54.40	54.72	54.80

Counter flow

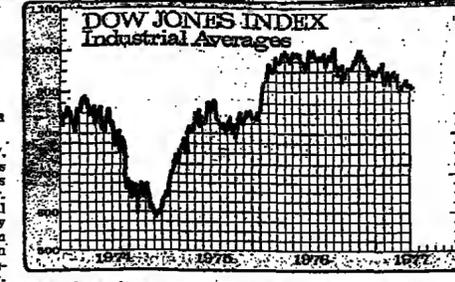
BY JAY PALMER

THE PERFORMANCE of the U.S. stock market over the last six and a half months has been, by almost every standard, pretty dismal. Opening the year with the Dow Jones Index hovering optimistically around the magical 1,000 mark, share prices have fallen in fits and starts. The index, to late May, dropped below 900 and now stands only a few modest points higher. Ask anyone down on Wall Street the reason for this lacklustre performance and the answers come pat. The pause in the economy, they argue, or perhaps fears over inflation, some disappointment over corporate earnings growth or even fears over President Carter and his "Liberal" policies. While one can, and analysts do, argue all day about the current validity of these supposed negatives, the real point is that all the factors influencing prices are essentially short-term in character. And while U.S. investors here find it difficult to buy on a six-month view, foreign based Wall Street

NEW YORK, July 8

watchers are bery bullish on a five-year basis.

The fundamentals, they say, are right. Corporate profits are moving up, interest rates are fairly steady and Dr. Arthur Burns at the Federal Reserve has money supply under tight control. American moans over what Goldman Sachs described as this country's "terrifying and debilitating" annual inflation rate of 6 per cent. are laughed out of court. In a recent review of President Carter's first six months in office, brokers Moseley, Hallgarten and Estbrook, argue that "discrimination against equities is nearing an end." Inflation, they say, is by far and away the market's highest depressant and "cannot indefinitely continue to depress price earnings multiples." The time is close when the re-adjustment process is complete and share prices will again reflect rising earnings. Although the U.S. stock market, as measured by the largest indices, has not been a happy



place, there have still been numerous opportunities to cent. Looking at this another way, a number of huge companies, second quarter of this year by Interactive Data, a financial firm, shows clearly that many small and medium sized companies not included in the indices managed price growth. In the April-June period, the Dow Jones Index fell 0.3 per cent. while the Standards and Poor's and New York Stock Exchange composites rose only very modestly. Over the very same three months, Interactive reports that the entire New York Stock Exchange had an average price gain of over 5 per cent. The rise at the American

Mining No business like . . .

BY KENNETH MARSTON, MINING EDITOR

THEY SAY that only optimists need apply in show business, and that goes for the mining business as well. This is hardly surprising in view of the many hurdles that have to be overcome both during and after the establishment of a mining operation which must eventually wind up as an empty hole in the ground. For a start, an expensive gamble has to be faced during the exploration stage: then comes the problem of securing finance for a lead time of several years to the production stage; inevitably there will be technical difficulties to be sorted out—environmentalists and politicians—neither of whom can be expected to really understand the problems of mining—have to be appeased; and after all this the mine must live with the fluctuating fortunes of a single major product. So the mining men need a little bit of luck, especially at the exploration stage. It looks very much as though this has happened in Union Corporation. A rise in the shares during the past three weeks has been accompanied by rather vague talk of a new gold discovery having been made by the group

in an area some 15 miles to the south of the existing mines in the Orange Free State. Nothing more has been said until this week when our man in Johannesburg filed a report which suggested that exciting developments could be afoot. According to him—there has been no official statement—Union Corporation is drilling as many as nine holes in the area of farm Palmietkuil while Anglo American Corporation has three more on the go in the same area. Undisclosed gold values have been encountered in Basal reef at depths of 2,500 to 5,000 feet, which is relatively shallow by South African standards. Such drilling is expensive, costing around £300,000 (£200,500) per hole, so the conclusion is that with such a concentration of drilling the mining houses must be pretty confident that they are on to something big, perhaps even the discovery of South Africa's first new gold field for 25 years. On the other hand, the large number of drills at work may also indicate that the area contains a good deal of faulting (intrusions into the reef structure of barren rock) and is thus difficult to evaluate. Perhaps the answer lies somewhere between the two theories. At all events, the area has been spasmodically probed over the past seven years and so it seems unlikely that the gold values are high. In which case the prospecting teams are hoping for accompanying amounts of uranium in the reef, especially in view of the sharp advance that has taken place in the uranium price over the past five years. Well, there it is. There may be one or more potential gold-uranium mines in prospect or it could all turn out to be another one of those expensive disappointments that the mining industry has to live with. As an optimist myself, I remain hopeful that the signs of a little bit of luck having turned up will provide me with some very interesting things to write about in due course. Meanwhile, I have to hope that Anglo American is distinctly hopeful about another exploration programme, this time at the Free State-Dankbaarfield area which adjoins the Free State-Saaijbaas mine in the Orange Free State. Here again, gold values look to be on the low side, but the accompanying uranium grades are good. It is reckoned that sufficient information will have been obtained on the prospect by the end of this year to enable a mining feasibility study to be undertaken. This should be of interest to the Lonrho group's Duiker Exploration which has a stake in mineral rights in the area. Diamonds galore Following last year's dramatic recovery, the market for diamonds continues to ride high. This week the Central Selling Organisation, which handles world sales of rough diamonds mined by De Beers and other producers, has announced that the sales value for the first six months of 1977 has climbed 38 per cent. to a record R943.4m., or £180m. CSO diamond sales take place on ten occasions, called "rights", in each year. During the past half-year all five of the major rights reflect the average price increase of 5.75 per cent which was announced in Sept-

ember 1976. A subsequent increase of 15 per cent. was then applied to three the 1977 rights. It will therefore have an impact in the current half-year. At the same time, I fear the market for virtually all categories of diamonds, including the bigger gem stones which were moving rather slowly in the year to last, remains as confident as ever. Nobody expects a similar advance to take place in current earnings but they should still be good and might be giving an extra fillip by the month. Western Australia if only it achieve a reasonable degree of labour peace. Last night's latter's workers voted to end five-week strike. The chairman, Mr. Chester Beatty, has made two important points in his annual statement this week. The first is that the end of 1976 we should see the coming on stream of long-life Agnew nickel mine Western Australia, the start of the Unisel gold mine South Africa and the expansion of the K/13 gas field in Dutch sector of the North Sea. His other important point is that he has tended to be overlooked, is that the money required for Selection's existing projects has been provided. It is available there will be other calls, such as for the Tenton Bore base-metal deposit in Western Australia which is being evaluated as a possible open cast operation and for Detour base-metal field in Canada. As I have said so often these columns, a company young and financed mainly through its own bank, is a mittedly metal price are low to the point of being profitable for the producers, but there is no doubt that they are going to move ahead in the meantime the cost of establishing new mines is rising fast.

TV Radio

Indicates programme in black and white
BBC 1
9.00 a.m. Book of Days. 9.25 Screen Test. 9.50 Dastardly and Muttley in their flying machines. 10.00 Flash Gordon's Trip to Mars. 10.20 Bugs Bunny. 10.25 Weather. 10.30 Grandstand: Rugby Union: New Zealand v. The British Isles; Golf: The Open Championship; Cricket: Second Test: England v. Australia. 5.30 The Hot Dogs. 5.45 News. 5.55 Sport/Regional News. 6.05 Tell Me More. 6.30 Saturday Night at the Movies: "Blindfold," starring Rock Hudson. 8.10 Seaside Special visits the East Coast resorts, starring Cilla Black. 8.00 Cannon. 8.20 News. 8.30 Supernatural. 10.30 Make the Music Speak. 11.35 Ben Hall.
All Regions as BBC 1 except at the following times:
Wales—8.50-9.15 a.m. Tellant. 12.25 a.m. News and Weather for Wales.
Scotland—12.25 a.m. News and Weather for Scotland.
Northern Ireland—5.55-6.00 p.m. Northern Ireland News, Sport. 12.25 a.m. News and Weather for Northern Ireland.
BBC 2
7.00 a.m. Open University. 7.05 p.m. Saturday Cinema: "The Love Lottery," starring David Niven.

4.30 Cricket—Second Test: England v. Australia. 5.30 Network. 7.25 News and Sport. 7.40 Vodafone Playhouse. 8.10 Country Game. 8.40 Chagall: A celebration of his 60th birthday. 9.30 Golf: The Open/Cricket: Second Test (highlights). 10.45 News on 2. 10.50 Dracula, Frankenstein—and Friends: "The Bride of Frankenstein" starring Boris Karloff; and 12.00 "Brides of Dracula" starring Peter Cushing.

12.45 Close—Tao Te Ching read by Madhav Sharma. All IBA regions as London except at the following times:
ANGLIA
9.30 a.m. Home Comes The Future. 9.25 Manned Orbit Return To The Planet. 10.00 The ABC. 10.05 Saturday Morning Picture Show. 10.15 The Muppet Show. 10.20 The Muppet Show. 10.25 The Muppet Show. 10.30 The Muppet Show. 10.35 The Muppet Show. 10.40 The Muppet Show. 10.45 The Muppet Show. 10.50 The Muppet Show. 10.55 The Muppet Show. 11.00 The Muppet Show. 11.05 The Muppet Show. 11.10 The Muppet Show. 11.15 The Muppet Show. 11.20 The Muppet Show. 11.25 The Muppet Show. 11.30 The Muppet Show. 11.35 The Muppet Show. 11.40 The Muppet Show. 11.45 The Muppet Show. 11.50 The Muppet Show. 11.55 The Muppet Show. 12.00 The Muppet Show.

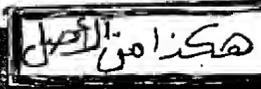
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SOUTHERN
9.25 a.m. Regional Weather Forecast. 9.30 a.m. Regional News. 9.35 a.m. Regional News. 9.40 a.m. Regional News. 9.45 a.m. Regional News. 9.50 a.m. Regional News. 9.55 a.m. Regional News. 10.00 a.m. Regional News. 10.05 a.m. Regional News. 10.10 a.m. Regional News. 10.15 a.m. Regional News. 10.20 a.m. Regional News. 10.25 a.m. Regional News. 10.30 a.m. Regional News. 10.35 a.m. Regional News. 10.40 a.m. Regional News. 10.45 a.m. Regional News. 10.50 a.m. Regional News. 10.55 a.m. Regional News. 11.00 a.m. Regional News. 11.05 a.m. Regional News. 11.10 a.m. Regional News. 11.15 a.m. Regional News. 11.20 a.m. Regional News. 11.25 a.m. Regional News. 11.30 a.m. Regional News. 11.35 a.m. Regional News. 11.40 a.m. Regional News. 11.45 a.m. Regional News. 11.50 a.m. Regional News. 11.55 a.m. Regional News. 12.00 a.m. Regional News.

WESTWARD
9.00 a.m. Saturday News. 9.15 a.m. Saturday News. 9.30 a.m. Saturday News. 9.45 a.m. Saturday News. 10.00 a.m. Saturday News. 10.15 a.m. Saturday News. 10.30 a.m. Saturday News. 10.45 a.m. Saturday News. 11.00 a.m. Saturday News. 11.15 a.m. Saturday News. 11.30 a.m. Saturday News. 11.45 a.m. Saturday News. 12.00 a.m. Saturday News.

YORKSHIRE
9.00 a.m. Saturday News. 9.15 a.m. Saturday News. 9.30 a.m. Saturday News. 9.45 a.m. Saturday News. 10.00 a.m. Saturday News. 10.15 a.m. Saturday News. 10.30 a.m. Saturday News. 10.45 a.m. Saturday News. 11.00 a.m. Saturday News. 11.15 a.m. Saturday News. 11.30 a.m. Saturday News. 11.45 a.m. Saturday News. 12.00 a.m. Saturday News.

Our savings and investments



Tactics for more affluent times

BY ADRIENNE GLEESON

THE Financial Times told me they wanted me to write about personal finance. I was astonished. "Tell me," said the editor, "is there anything you want to write about?" I replied, with depressing uniformity, "How to get some."

I think an accurate reflection of the British in the second half of the 1970s. But will it stay that according to the Prime Minister's speech at the good days are ahead. Not according to the ballot box, either. Now that, with oil tipping the scales in our favour, at least incomes will stabilise, and probably they will be allowed to rise.

What will obviously provide opportunities for consumer spending, to reduce the ravages which inflation has wrought in living standards over the years. It will also provide opportunity for an increase in personal savings or investments. In terms of savings or investments, everyone can be expected to take advantage of the first; but will they take advantage of the second?

Answers to that depends upon investment, employment, movements in the stock market, and the bank manager can be expected to lend. People don't tend to lend savings in boom conditions. It is not until the start of a recession that they start to save. It's when times are hard and meat rations that they scrape to put a little by. And I don't think it will be hard like that for a long time. Until, at least, the recession has been a year in the making.

What's people in general. What do you do if you find yourself in a position in which your rising rather faster than the

things you are spending it on? Put a little by.

Why? Well, for two reasons. First, because the good times won't last for ever: even if we have an affluent decade ahead of us, sooner or later North Sea oil will come to an end. And—particularly for those approaching retirement age by then—a little extra capital is going to come in very useful at that point. It won't provide a substitute for the willy-nilly investment, to which most of us are subject—the half-forgotten, half-remembered deductions for mortgages and pension rights. But it will provide a supplement—and unless inflation disappears, or pensions are index-linked, it's a supplement whose usefulness will increase as the years go on.

The second reason is much more direct: in order to get rich, I do not, myself, belong to the school which holds that it is quite possible to attain millionaire status on the strength of a few hundred pounds for starters and some desultory reading of the pink run in your leisure moments. Obtaining that sort of money requires very much more in the way of cash (generally other people's) and commitment. But I do think that a lot of attention, a certain amount of judgment, and a little luck can in the right proportions transform fairly modest savings out of income into a sum which, if it won't permit you to snap your fingers at the boss and retire to the South of France, will, at least, put you in a good position to start the quest for real riches.

I don't think that the two aims are

mutually exclusive: but since they call for rather different tactics you should decide forthwith which one predominates. If security is your first aim then you should not be going into straight equities—certainly not if you are investing out of income, and not if you are investing out of capital either unless your portfolio tops £30,000.

Amount invested	Commission charged
(1) Equities	
Under £200	at discretion
£200-£466	£7
£466-£7,000	1.5%
£7,000-£100,000	0.5%
£100,000-£250,000	0.4%
(2) Gilts	
(a) Of more than 10 years maturity	
Under £640	£4
£640-£2,000	0.625%
£2,000-£14,000	0.25%
£14,000-£1m.	0.125%
(b) Of 5-10 years maturity	
Under £640	£4
£640-£2,000	0.625%
£2,000-£4,000	0.125%
£4,000-£1m.	0.625%

Why not? Well, for security you need spread—six stocks at a minimum and they would have to be pretty steady. That implies relatively small individual investments, and the accompanying table gives some idea of the impact of dealing costs. To the 1.5 per cent. minimum commission which you would pay on both purchase and sale—and remember, it

Amount invested	Commission charged
(c) Of up to five years maturity	
Any amount	at discretion
(3) Debentures and loan stocks	
Up to £5,000	0.75%
£5,000-£50,000	0.375%
£50,000-£100,000	0.225%
£100,000-£250,000	0.3%
(4) Corporation and county stocks	
(a) Of more than 10 years' maturity	
Up to £2,000	0.625%
£2,000-£14,000	0.25%
Any excess	0.125%
(b) Of less than 10 years' maturity	
Up to £2,000	0.625%
£2,000-£4,000	0.125%
Any excess	0.0625%
(6) "Yearling" bonds	
Any amount	at discretion

is a minimum, and you'd probably be paying more with a London broker—has to be added VAT, 2 per cent stamp duty on the purchase, contract stamp and the jobbers' spread—upwards of 2 per cent, even with a highly marketable blue chip. So you need to be certain of making 10 per cent, before ever you come to consider the impact of the declining value of money. That will, of course, be partly offset by dividend receipts—but one of the drawbacks to blue chips is that they tend to have low yields.

Now, no-one is saying that such shares cannot perform well enough to take you through all this and out with a handsome profit at the other end—of course they can, particularly if the market is rising. But if you are investing for a rising market you might just as well do it through a unit trust and take the tax advantages as well. Unit trusts aren't by any means an infallible investment—as last week's figures from Planned Savings showed, 234 trusts have underperformed the FT All-Share Index over the past six months, and a horrifying 259 out of 301 over the past two years. So you could do with a selection of trusts as well. But such a selection should give you a much better chance of safeguarding your money than a similar number of shares.

However, there's no arguing that unit trusts are not a glamorous investment: you won't see the eyes of the chap in the pub widening with envy and respect even if you tell him about your M & G Recovery units. So if you belong to the

ranks of those who sincerely want to be rich, you are inevitably going to look elsewhere.

For you equities are not so bad an investment: you are, after all, looking for shares which will put up a performance so dramatic that they will reduce dealing costs to insignificance and leave the rest of the market standing—and you are, or ought to be, prepared to take the risks that that implies. But you don't want to confine your attention to equities.

You ought, for a start, to keep an eye on gilts, even if you don't need to look for the capital gains tax advantages which they offer. Over the long-term gilts are a bad bet until inflation is eradicated—as stockbrokers de Zoete & Bevan point out in their mid-year study of equity and fixed interest investment since 1919, in real terms their Consols index is only 3 per cent of what it was in 1947. But short-term, as the opening months of this year demonstrated, gilts can outpace anything in sight—though they aren't likely to be doing so again for several months to come.

But in addition you want to look at some of the more exotic investments around: warrants, options, commodities, maybe even gold. Most people ought to have some such fun holdings as well as the run-of-the-mill investments in house, some form of managed funds, property bonds and cash. I don't think, though, that many will be taking them out within the next six months or so. On present showing most of the increase in real incomes is likely to go into spending—and with the assistance of the building societies—into the housing market. Some trading up here is a reasonable investment. Quite apart from the tax advantages, it uses nearly what one friend of mine describes as the principal law of personal finance: debt repayment comes out of the first slice of income, while savings come out of the last.

Such schemes will, if clause 42 of the Finance Bill 1977 survives its passage through Parliament unamalgamated, become illegal: the government is set on stamping them out and the Chancellor has gone so far as to describe them as "clearly artificial." If, however, the judgment in *Inland Revenue v Plummer* stands, then the beneficiaries of schemes in force at the time of Budget Day can at back Commissioners in and enjoy their unpaid tax. Mr. Plummer, but the Inland Revenue is still considering taking the matter to appeal.

New moves by TSB

THIS WEEK, the Trustee Savings Bank took a further step in its programme to become the small man's clearing bank, when the TSB Trust Company launched a new unit trust, a revised savings plan and four insurance protection contracts. The new products are not going to set the insurance markets on fire, but the move represents a further development out of the link with the National Savings movement in accordance with the recommendation of the Page Report.

The TSB Income Unit Trust is intended to provide a higher income than the two trusts already in the TSB stable—TSB General Units and TSB Scottish Units. In this respect, the TSB is climbing on the bandwagon, since the high income trusts have been the best sellers in this market for the past three years. But the estimated yield of 7 1/2 per cent puts it well down the scale, even for a fund invested primarily in equities.

Schlössinger's Extra Income Fund, launched in April, yields 11 per cent.

The TSB has also completely revamped its regular savings plan under a new name, Harvest Savings Plan. This is intended to put more emphasis on savings, with the highest allocations to units and the lowest death cover level permissible under legislation of 75 per cent of total premiums paid. A new feature is the introduction of a policy fee—40p per month—to meet expenses. Most other life companies have been charging policy fees of this order for several years.

But as the chairman of TSB

Trust Company, Mr. P. F. Keens, emphasised, the first priority should be protection rather than savings; and the TSB now offers a comprehensive range with its new products. Should the investor die the revised Family Income Plan provides income cover for the dependents, the mortgage protection plan would pay off the mortgage, and the convertible term insurance plan would pay an immediate lump sum on death while enabling him to convert to the savings plan should he survive the cover period. The new rates are competitive, but they are not among the ten cheapest companies, which include some big names.

Still, TSB is not competing directly with other insurance companies through brokers. The sales come directly from their own agents and representatives, who deal personally with TSB customers, usually in their own homes. "The TSB sales methods have much to recommend them. There is no cold canvassing, with the agent arriving unannounced. On all sales there is a 14-day cooling-off period during which the customer can change his mind without incurring any penalty. The Government is proposing a statutory period of only ten days."

So the TSB continues to develop the services whereby customers can invest their money. But what has happened to the proposal to lend them money? There should, apparently, be a favourable announcement before the end of the month.

"CAPITALISM in the raw," says Terry Venables, the manager of Crystal Palace: "that's what football is." He's talking specifically about the transfer system, but the words could be applied with equal justice to the business as a whole.

Crystal Palace, after three seasons struggling in get out of the third division, has just been promoted into the second; and quite apart from the effect on everyone's morale, that is likely to have dramatic consequences for the club's finances. Which is just as well, for while its financial results for the year just ended have not yet been announced to the 15,000 odd shareholders, those for the preceding 12 months were dire enough. A net loss of £122,000 had to be added to the £1,04m. debit balance brought forward.

Promotion means that the club has greater pulling power. A glance through Rothmans Football Yearbook demonstrates just how much greater it can be, with clubs in the first division averaging "gates" (numbers attending) of 28,300 at home matches in the 1975-76 season, while those in the second division averaged 12,500.

In Division Three the average was 7,150, but that was purely by virtue of Crystal Palace's reluctant membership: at its Selhurst Park ground the average gate was 20,123.

Under these circumstances it might look as though the club has fewer grounds for feeling the financial strain than many of its competitors. Thanks partly to its past glories, and partly to its catchment area, there is

each team—and a chief scout, whose job it is to hunt out promising young players. It means employing a physiotherapist—"one of the most important people around," says Mr. Varley, as if the contretemps at Manchester United had not undermined that already. It means employing a numerous ground and catering staff, some of them on a part time basis. In all wages and benefits absorbed £295,000 of Crystal Palace's receipts in 1975-76. But, ominously enough, the second largest item of expense was interest payable, at £148,000.

The bankers to football clubs must needs have nerves of steel—or an eye to property potential. As against shareholders' funds of a mere £102,000, Crystal Palace had outstanding borrowings of £102m. by the middle of 1976—which explains why a proportion of them were secured, during the year, by a second charge on the football stadium and its adjoining bar to do as ask.

lands at bank base rate plus 4 per cent. Since then, apparently, the borrowings have been cut by £100,000—thanks in part to the receipt of transfer fees when the England International Peter Taylor went to Tottenham Hotspur. But it is entry into the second division which will, the club hopes, really restore its financial fortunes.

The first fruits of promotion are coming through already, in the shape of a one-third increase in all prices, which certainly hasn't deterred the season ticket holders: with games against the likes of Southampton, Fulham and Bolton Wanderers to look forward to, they have already bought more of the seating accommodation for the season than was sold in all last year. Mr. Varley is thinking in terms of selling all 8,500 seats to the faithful, and packing them in on the terraces too. If so (and particularly if promotion is complemented by a good run in the Cup) the gate receipts—and the receipts of the commercial division, which takes in catering, the bars, the souvenir shop and the like, and is now making a contribution "in six figures"—will do wonders for the club's cash flow and balance sheet. Whether so, of course, depends on the performance that the team puts up.

Even if so, the club's shares, at £3 upwards a go, aren't likely to be a good investment in the strict sense of the word. There aren't even any special privileges attached to holding them: you have to pay for your seat plain why a proportion of them were secured, during the year, by a second charge on the football stadium and its adjoining bar to do as ask.

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Member of the Unit Trust Association

Football finance

Crystal Palace Football Club has recently been promoted into the second division. It's likely to do great things for the club's somewhat frail finances.

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WHO'S BUYING 5,000 KRUGERRANDS EACH WEEK?

The Germans and Swiss alone are currently buying this amount each week for some very sound reasons.

The success of the recent L.M.F. Gold Auctions and the fact that mined output is now below industrial demand could point to an important turn round in the gold market.

Furthermore, Krugerrands are currently at a very low premium of about 3% over their gold content. In times of heavy demand this premium has been as high as 32% and, in our opinion, the next major upward price movement of gold will be accompanied by a widening of the 'Krugger Premium'. This, then, could be an outstanding opportunity for investors to move into the gold market ahead of any further rise in the 'Krugger Premium'.

Although the stock markets are considerably higher than a year ago, the World is still in a period of economic uncertainty and investors could well be advised to hold up to 15% of their portfolio in gold coins.

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Fees: tax problem resolved

A FEW weeks ago, we discussed the tax problems besetting the Private Educational Trust scheme (PETs) established by C. Howard and Partners, a leading school fee planning specialist. Under this scheme, an investor—parent, grandparent or other relative—makes a lump sum payment into the trust, and the trust will make payments when the child starts school to meet some or all of the fees.

The Inland Revenue had queried whether these payments from the trust should be subject to higher rate tax and investment income surcharge. Fortunately for investors who have gone into PETs, Howard's have agreed with the Revenue certain adjustments to the scheme which will ensure tax freedom for the payments.

What the investor has to do is to assign the right of recovery of the capital to the child, normally a few months before he or she starts school. Thus if for some reason further fees are not required, the balance outstanding belongs to the child, not to the investor. If schooling ceases because the child dies, the money is paid into his or her estate. In other circumstances, it is paid out at the discretion of the trustee of PETs.

The solution, not surprisingly, is complex and investors should discuss the effect of the changes with one of Howard's representatives. The position regarding Capital Transfer Tax if the investor is not the parent of the child, remains vague. But Howard's thinks it unlikely that there would be a CTT liability.

Trust under attack

SHAREHOLDERS in Anglo-Welsh Investment Trust were urged by their directors last week to vote against the proposals to unbundle which are to be put to them at an extraordinary general meeting called for July 14 by shareholders of Commodity Analysis and Placements et Finance SA (Panama). The trust's directors are now brooding with Leopold Joseph on a scheme to unwind Anglo-Welsh and three other trusts within Leopold Joseph's management.

Capel-Cure Myers has launched two new investment trust lists over the past week. Their new daily list covers the more marketable securities, and a weekly issue gives a complete run-down on all the trusts approved by the Inland Revenue, even the tidlers. Much of the information printed is common to all the other lists which are churned out by the broking fraternity, but apart from its sheer size, the latest from CCM contains a few interesting points.

First the breakdown of the portfolio composition in both lists is one of the widest I have seen, covering seven specific categories.

Another novel point is the inclusion, under contingent liabilities, of a figure for capital gains tax liability per share. This is a useful tool when calculating a winding-up asset value, or for those wanting to look at net-asset value in its worst light.

Elsewhere, assets per share growth is calculated on a daily rolling basis, and the dividend dates are given for the yield-conscious investor.

9% CAN BE BETTER THAN 12%

M&G HIGH INCOME FUND

When considering a high income unit trust, don't just look at the advertised gross current yield. Ask yourself also how likely that yield is to increase over the years, and what prospects there may be for capital growth. Long-term investors, therefore, tend to avoid holdings such as preference shares, where the return is fixed and capital growth potential limited. The M&G High Income Fund, currently invested more than 85% in equities, provides an opportunity for you to invest in a successful unit trust whose aim is to provide a high and growing income about 75% higher than the return from shares in general, with prospects of capital growth.

The estimated gross current yield is 9.1% at the latest buying price of 84.0p xd.

Unit Trusts are a long-term investment and not suitable for money that you may need at short notice.

The price of units and the income from them may go down as well as up.

Prices and yields appear in the F.T. daily. There is a charge of 3% initially and 3% plus VAT annually. Distributions are made on 31 July and 31 January net of basic rate tax. The next distribution for new investors will be 31 January 1978. You can buy or sell units on any business day. Contracts for purchases or sales will be due for settlement 2 or 3 weeks later. 12% commission is payable to accredited agents. Trustee: Clydesdale Bank Limited. The Fund is a wider-range security and is authorised by the Secretary of State for Trade.

M&G is a member of the Unit Trust Association.

TWO WAYS TO INVEST

In addition to investing a capital sum as mentioned above you can start a Regular Monthly Saving Plan through a life assurance policy for as little as £10 a month, and you are normally entitled to claim tax relief at current rates of 53.75 for each £100 paid. On a £10 Plan, tax relief at present rates can bring down your net monthly cost to only 58.25, with which you buy units worth considerably more.

Regular investment of this type also means that you can take advantage of the inevitable fluctuations in the price of units through Pound Cost Averaging, which gives you a positive, unithold advantage, because your regular investment buys more units when the price is low and fewer when it is high. You also get life cover of at least 180 times your monthly payment throughout the period of your age at entry is 54 or under (women 58), and rather less up to 75.

You cash in or stop your payments during the first four years there is a penalty, and the tax authorities require us to make a deduction, so you should not consider the Plan for less than five years. 31% to 94% (depending on your starting age) is invested except in the first two years when an additional 20 per cent is retained to meet set-up expenses.

M&G is a member of the Life Offices Association.

This offer is not available to residents of the Republic of Ireland.

66 The results indicate that over the long-term over seven years—M&G is outstanding

FINANCIAL TIMES 26-3-77

M&G is the group that investors can least afford to ignore. SUNDAY TELEGRAPH 17-4-77

TWO WAYS TO INVEST

To: M&G GROUP LTD, THREE QUAYS, TOWER HILL, LONDON EC3R 6HQ. TELEPHONE: 01-626 4588. This section to be completed by all applicants.

NAME _____
SURNAME _____
ADDRESS _____
POST CODE _____

EITHER £500 Complete this section to make a Capital Investment (minimum £500)

I WISH TO INVEST £ _____ IN INCOME/ACCUMULATION units (delete as applicable or income units will be issued) of the M&G High Income Fund at the price ruling on receipt of this application. Do not send any money. A contract note will be sent to you stating exactly how much you own and the settlement date. Your certificate will follow shortly.

I declare that I am not resident outside the United Kingdom, the Channel Islands, the Isle of Man or Gibraltar, and I am not acquiring the units as the nominee of any person resident outside those territories. (If you are unable to make this declaration you should apply through a bank or stockbroker.)

SIGNATURE _____ DATE _____

OR £10 Complete this section if you wish to make a Regular Monthly Saving (minimum £10 a month).

I WISH TO SAVE £ _____ each month in the M&G High Income Fund. I enclose my cheque for the first monthly payment, made payable to M&G Trust (Assurance) Limited. DATE OF BIRTH _____

OCCUPATION _____
NAME AND ADDRESS OF USUAL DOCTOR (to whom reference may be made) _____

Are you an existing M&G Plan holder? Yes/No _____

If you cannot sign Part 1 of the Declaration below, delete it and sign Part 2. Declaration: PART 1 I declare that, to the best of my belief, I am in good health and free from disease, that I have not had any serious illness or major operation, that I do not engage in any hazardous sports or pursuits, that I do not engage in aviation except as a licensed passenger on recognised routes, and that no proposal on my life has ever been adversely treated.

PART 2 I agree that this declaration and any declaration made by me in connection with this proposal shall be the basis of the contract between me and M&G Trust (Assurance) Ltd, and that I will accept their customary form of policy. I agree to provide any further information the company may require.

SIGNATURE _____ DATE _____

ONE _____
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FOUNDERS OF BRITAIN'S UNIT TRUSTS

How to spend it

Cane by mail

ROOKSMOOR MILLS have been running a specialised mail order furniture and furnishing business for some years now and those who know about it and use it tend to come back time and time again. I suppose they are principally known for their beds, carpets and rush matting.

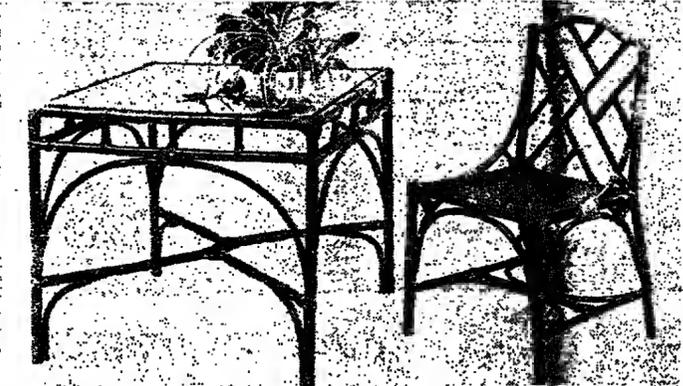
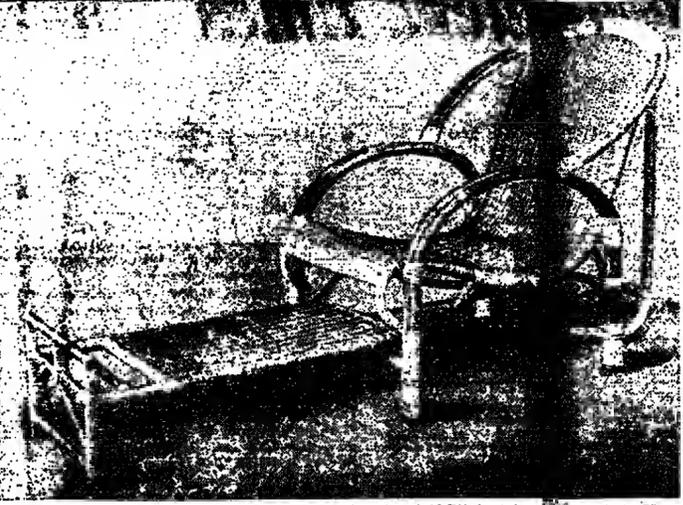
When it comes to beds, a useful fact to know is that they'll make six-foot-nine-inch beds to cater for the extra tall as well as beds that are wider than usual.

Similarly with their matting, they can offer standard sizes (square, circular, oblong) or else it can be ordered to any size to the nearest square foot. They can offer rush or maize matting in a natural "maize" colour or in chequered squares with nine green contrast squares.

New to the range and to their brochure is a selection of cane furniture. Some of it is very similar to that seen in plenty of other shops but there are a few pieces that are unique—among them the armchair with the extending leg-rest, seen in photographs right. Cane has a lovely, light summery look about it that means it can be used either outdoors or indoors.

The cane armchair with its extending leg-rest is £72 (delivery is free in the U.K. except for off-shore islands and Ireland). The dining table photographed right is available in two sizes, 33 inches by 33 inches as in the picture or much longer, 33 inches by 54 inches, at £85 and £125 respectively.

I haven't been able to illustrate all the cane furniture, so if you are looking for some I suggest you send to Rooksmoor Mills, Bath Road, Nr. Stroud, Gloucestershire, for the very detailed brochure. The showroom is open Monday to Saturday, 9.00 to 4.30 and on Sundays from 10.00 to 12.30 and from 2.15 to 4.30.



AT LAST we have had enough warmth and sunshine to be able to think of lightweight cheesecloth and sleeveless tops. Wallis shops have at the moment a most enchanting collection of cheesecloth separates which make the ideal last-minute holiday buy.

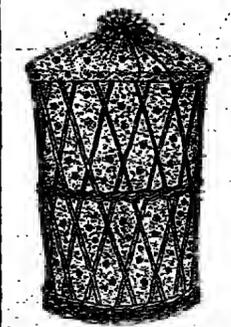
The fabric is 100 per cent cotton and doesn't droop like the cheap cheesecloths of a couple of years ago. For those who are slim and brown the ruffled, elastic top with its cross-over straps makes a stunning top. It is worn with culottes trimmed with multi-coloured ribbon. The basic colour may be black, grey or blue. They must be bought as a set; it costs £15.00 and is available fairly widely from most Wallis Shop branches.

On the left, in very similar vein but more flattering for those who are not so slim and brown is a skirt and matching top, trimmed in multi-coloured braid. Again, the two pieces are sold only as a set, the fabric is also 100 per cent cotton cheesecloth but the colours are red, black, cream or green. The price is £17.00 and the set is available from Wallis Shop branches at 272, Oxford Street, London W1A and 96, King's Road, Chelsea, as well as some other branches.

Winning wicker

EVA HAUSER designs baskets of all sorts. For picnics, for laundry, for toiletries, for bread, for sewing things—wherever a basket could come in useful, Eva Hauser makes—sure she has one to do the job. She does all the designs herself, dispatches measurements to her many outworkers in homes as far apart as the West Country and the Midlands, and they make them up in wicker.

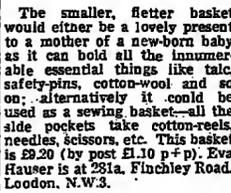
I particularly liked her laundry basket. The outer basket case is of sturdy wicker but it has an inner fabric lining which fits snugly into the wicker by means of an elasticated top. When you need to take the laundry out you simply remove the fabric lining and you have a complete fabric laundry bag, complete with its own drawing-string—a neat and uncommonly practical idea.



The linen basket is almost 2 feet high and costs £17.50 (by post an extra £1.50). The lining fabric is usually of a flower design and it may be predominantly brown, pink or blue though Eva Hauser will send snips (state what colours you are interested in) in return for a stamped, addressed, largeish envelope (10p stamp).

THE HADDONSTONE Company is to gardens as Axminster is to drawing-rooms. That is to say, a garden that has been "furnished" with properly chosen items from the Haddonstone range has that finished look that air of effortless class that a really good quality Axminster gives to a drawing-room.

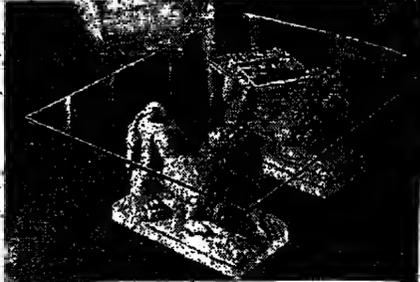
Haddonstone specialises in rather grand garden ornaments, balustrades, fountains, classical wallcopings, fountains—all the sorts of things that landscaped, spacious gardens need. Which isn't to say that one carefully selected item from the Haddonstone range wouldn't be



The smaller, fatter basket would either be a lovely present to a mother of a new-born baby or can hold all the innumerable essential things like talc, safety-pins, cotton-wool and so on; alternatively it could be used as a sewing basket—all the side pockets take cotton-reels, needles, scissors, etc. This basket is £9.20 (by post £1.10 p+p). Eva Hauser is at 281a, Finchley Road, London, N.W.3.

by Lucia van der Post

Garden grandeur



wonderful in a tiny London garden but that is not really what they're all about.

Paging through their brochure one irresistibly calls to mind all the loveliest of English gardens, all the landscapes, by the classic gardeners and feels that in such settings does Haddonstone really belong.

However, balustrading can give definition and character to quite small gardens, a fountain or a sundial can be the focal point of even a tiny urban garden and, as you can see from our photograph, above, two of their stone lions can even look quite at home inside a house.

Most of Haddonstone's garden ornaments are made from reconstructed stone, whether coloured (like terracotta) or natural. They are in a gentle mood, neither strictly reproduction nor yet modern, but of an indeterminate age that should look at home wherever they are put.

Though there is a brochure of standard products (which will be sent if you write to Haddonstone, The Manor, East Haddon, Northampton NN6 8BU) they

will also do special order commissions and indeed recently undertaken several important customers, like shipping magnates, oil companies and the like.

Selections of their products also be seen at good centres. Of their latest standard products the 18th-century stone of the Chaise Flower Sheer is one of the great ones. It comes in either a stone or antique (which it is made to look old) of £49 or £149 respectively. The dial and gnomon on the £49 extra £35. Carriage extra and will be quoted accordingly.

The two lions also in the 18th century, again not strict copies, but merely meant to grace elegant (18th century?) but are apparently also as table supports. They each in natural stone, antique. Haddonstone supply the glass to turn a table but say quite a bit cheaper to find your

Instant sunshine



all your blemishes and pores seem larger.

Helena Rubinstein Nutrition Sun Lotion, tinted, £1.85.

This can be used on body and face. Our raw who used it on her legs, that the lotion went on and a little went a loo—produced a nice colour was not too dark and streaky. If you made a mistake with the applicator couple of baths would v off.

Although it contains screen and is water-resist should be reapplied after ming to maintain protect Revlon Creme de Jour 50c

Described as a moisturiser cream, it comes in a plastic tube. I tried the lot's good—several people who brown and be looked. It's not greasy, er it's a moisturiser it doesn't the skin feeling dry. It natural, comes off easily makeup remover and it tains a sun screen.

Coty Sunsummer, 70cc, £1.20. This is a face make-up training a sunscreen which in three shades: golden bronze and copper. I tried tan. It produces a nice off on your clothes but it has that slightly glitter that I don't like.

Helena Rubinstein Tan Minette, 165 cc, £1.20. Our researcher says: "this on my legs with dry wood, and it went on like but this was probably because I should have used cotton wool. The more tious you put on the becomes the tan you acqur you must be careful arou knees. The colour doesn't off on your clothes but it less it washes off easily."

The next two also pr an instant effect but si not be used in direct sun they provide no protection Guerlain Teint Doré, 120cc. This is a dark brown which comes in a big bottle. Just put it on a bit of wool and smooth it on to ever bit of you needs to. It makes you look tanner one application and dark two or more and it t streak or patch. Although said to be sea- and rain it is in no way protectively you can burn through it. I it—I think it would be go touching up strapmarks at evenings when you wo'd direct sunlight.

The next five produce a instant bronze effect, but also contain sun-screens so they can be used while in the sun. Yardley Easy Bronze face make-up, 70ml, 95p. This should be applied over a moisturiser and contains a sun-screening agent. It comes in three colours: Sungold, Sun-copper and Sunbronze. I tried Sungold which is recommended for fair skins. It goes on evenly and produced a pleasantly tanned look but with that slightly glittery sheen which so many of these preparations have. Yardley calls it pearllescence. It also has that smell which I find is peculiar to Yardley and which I personally don't like. Our other guinea pig found it to be very and, where necessary, had good but pointed out that as with all fake tans, if you have a less than perfect skin, it will show up

CHRISTINE BURTON

Cooking with Philippa Davenport

JULY IS a very good month for food. There is plenty of choice and, because much of the produce is so young and tender, it can be turned into delicious (and sometimes impressive) dishes without much effort on the part of the cook. Good news if weather is hot and you don't feel like spending much time in the kitchen. Good news too when schools break up and hungry children seem to want endless meals.

Cucumbers are excellent. Curly ones are often sold off cheaply and seem perfectly good to me. For an unusual salad, cut unpeeled cucumber into paper-thin slices and dress with this cream into which a few drops of tarragon vinegar, a pinch of sugar and plenty of black pepper have been stirred. Diced cucumber, fresh chopped mint and a little shallot makes a refreshing raita to serve at the beginning of a meal or as a side salad. I season the yoghurt dressing with a little chilli powder, salt and a few whole cumin seeds.

Cucumber and herb salad is a pretty dish with a lovely contrast of textures and flavours, and I find it excellent for a simple family lunch. Mix together a large, diced cucumber, 1 lb freshly boiled sliced new potatoes, 1 lb fresh or frozen peas, 4 roll-ups cut into small pieces and two large bunches of chopped chives. Coated with thin mayonnaise well flavoured with Dijon mustard, this is enough for four. For cold days, cucumber is delicious baked with salad onions until just tender, then stirred into hot reduced cream well seasoned with salt, pepper and dillweed.

Lettuce, which seems to be at its best and cheapest now, is also excellent cooked and this is a good way to use up a sudden glut in the kitchen garden. Stir-fry, as described in this column on June 25, or braise. You will need one large well-beated lettuce per person. Keep the lettuce whole and wash by holding the stems and dunking in cold water. Then immerse (at a time is easiest) in a large pan of fast boiling water, bring back to the boil and boil, uncovered, for five minutes. Drain very thoroughly, squeeze as dry as possible and make each into a fat, neat shape. Lay side by side in a buttered gratin dish on a bed of chopped onion which has been gently sweated in a little butter (or better still, bacon fat). Add pepper, a pinch of nutmeg and a bouquet garni. Pour on enough well-flavoured hot chicken stock to come half-way up the lettuce, cover and cook at 325 F, gas mark 3, for about 45 minutes, basting or turning the lettuce occasionally. Strain off liquid, reduce by fast boiling, check seasoning, stir in a tablespoon or so of thick cream

and pour the sauce over the lettuce. To turn this into a light lunch dish, add succupets of ham or grilled streaky bacon and garnish with lots of triangles of fried bread. Any leftovers of the basic recipe can be purged and thinned with extra stock to make a lovely soup.

French beans, runner beans, baby carrots and beetroot should all be plentiful. Baby beetroot is really boiled at home (take care not to trim roots or tops too finely and avoid piercing skins before or during cooking or they will "bleed") make a marvellous dish if mixed with half their weight in shelled walnuts. To serve cold, coat with horseradish mayonnaise. To serve hot, use a creamy white sauce generously flecked with parsley and chives and boosted with a touch of mustard. French beans can be treated in many ways but I think I like them best cut all as a salad dressed with fresh tomato pulp seasoned with a little garlic, lemon juice, sugar, salt and pepper.

Courgettes should be firm and small throughout July—they make better eating now than they have in August and September. Fried with a little onion, then sprinkled with Parmesan, they make an excellent filling for an egg omelette. This is good hot or cold and makes a pleasant change from sandwiches for picnics. Courgette slices, coated with fritter batter and deep fried are also delicious. Onion rings and strips of green pepper can be treated in the same way. Really splendid if served piping hot and crisp with an icy bowl of garlic flavoured sour cream as accompaniment, this makes a good vegetable fritto misto.

I've seen some first-class globe artichokes in the shops. I like them best served warm or hot; steaming artichokes seem to me admirably dinnery party fare. Cook four artichokes in fast-boiling water (lemon juice or vinegar added) in the usual way. Squeeze dry (I use a tea towel and protect my hands with oven gloves), spread the leaves wide open, pull out and discard small inner leaves and remove the choke. The foaming cheese sauce is a lightly set souille-type mixture, prepared just like a souille. I use 4 teaspoons each butter and flour, 4 1/2 oz milk, 1 oz each grated Parmesan and Cheddar, salt, pepper, a pinch of mustard powder and two large eggs. Spoon the mixture into the artichoke cavities. Place each artichoke on a sur-le-plat dish and cook for 15 minutes at 400 F,

gas mark 5. Serve immediately. Fruit, like vegetables, offers a delicious variety of choice just now. Cheapest and most plentiful is raspberry, a bit tough for eating but fine for jam. Gooseberries, at least are plentiful too—they make delicate ice creams and fools for hot weather eating and pies for cold days. Peaches, melons, nectarines, currants, cultivated blackberries and some plums are also to be found, or will be coming into the shops this month, but I think they will make cheaper and better eating in August.

Cherries, however, should be abundant (although more expensive than usual this year) and, as the season is fairly short, now is the time to make the most of them. When making jams or freezing, remember to stone or off-flavours may develop with long storage. A bowl of fresh cherries on ice makes a perfect end to a simple summery meal. I love them poached in vanilla syrup (sugar, water and a vanilla pod), served warm with this pouring cream flavoured with a little Kirsch. Cherry crumch is one of those marvellously useful puddings that takes only minutes to make. Cover the bottom of a soukoff dish with stoned but uncooked cherries. Dribble lightly (sieve lightly) whipped cream on top, then sprinkle on a layer of broken up biscuits (I use Peek Frean's Bargain Bake oatmeal cookies). Then repeat a second layer of each ingredient in the same order and, if time permits, chill for an hour. This can be made in one large or several individual dishes. I find a 6 oz packet of biscuits, 1 pint cream and 1 lb cherries is enough to serve six.

Cherry sandwiches is another delicious quickie. For each person, butter two small thin crustless slices of bread (milk and fruit loaf is best) then cut into cubes. Lay half, butter side up, in a greased cocotte dish. Fill nearly to the top with stoned raw cherries that have been tossed in sugar mixed with a little ground cinnamon. Put the remaining bread cubes on top, again butter side up, and cover with a sprinkling of cinnamon sugar. Bake at 400 F, gas mark 6, for 20 minutes with the bread will be golden and crisp. Cool for 10-20 minutes and top with a dollop of whipped cream before serving.

Raspberries and loganberries are liable to be neither very plentiful nor very cheap. But they are too good to miss out on—and, fortunately, in many dishes they can be eked out with strawberries, the berry fruit which should prove excellent value this month. Pain d'été is every bit as delicious as summer pudding but considerably less trouble to prepare and that much more un-

usual. Moreover, you can use squashey, second grade fruit—strawberries, or raspberries or loganberries, or a mixture. Cut all the crusts off a small fresh tin loaf, then slice in half horizontally. Lay the two pieces side by side in a dish and prick

all over with a fine skewer. Sift 1/2 lb icing sugar, stir in 2 lb sieved raw berries (to avoid wastage I then add in the pulp remaining in the sieve) and two tablespoons lemon juice. Warm the sauce gently then spoon over the loaf, then slice in half horizontally. After a few hours the bread should have soaked up most of the sauce. Whip 7-10 fl. oz cream and spread it over one piece of bread. Sandwich the second piece on top and decorate with a few reserved pieces of whole fruit. This will serve 6-8 depending on greed.

Charlotte Malakoff, a dramatic looking party piece, can also be made with any berry fruit but it should be of top quality and firm. Squeeze the juice from two large oranges and a half lemon. Grate the zest from the oranges. Cream together 6 oz unsalted butter and 1/2 lb castor sugar. Beat in the orange zest, 3 fl. oz of the mixed fruit juices and 1/2 lb ground almonds. Fold this mixture into 1 pint whipped cream. Hull 1/2 lb berries, choose a 2 pint capacity soukoff dish or straight-sided mould (5 in. diameter, 3 1/2 in. depth is ideal) and put a circle of greaseproof paper in the base. Spoon one-third of the orange and almond butter cream into the dish. Cover the base of whole fruit, burying the berries slightly in the butter cream. Repeat the butter cream and fruit layers again and finish with the remaining butter cream. Cover with greaseproof and chill for at least eight hours. Peel away the paper, run a wet palette knife round the inside of the dish and invert the pudding onto a chilled plate. Do this quickly before serving or chill the decorated pudding again or the softening butter could make it collapse. Dip sponge fingers (you will need about 20-22) one by one in the remaining orange and lemon juice. Shake off excess and stick against the sides of the pudding, sugary convex side of the biscuits facing outwards, to make an outer wall. Decorate the top centre of the pudding with whole fresh berries—you will need about 4 lb—I know this will sound a bit pompous but it is, in fact, quite simple to do and makes a marvellous pudding for 8-10.

Home-produced lamb is undoubtedly the meat of the month. Shoulder is a cheapish nicely flavoured cut, awkward to carve but excellent boned and cubed for casseroles and kebabs. For a lovely summer casserole, cook lamb tossed in a little four seasoned with basil and tarragon as well as salt and pepper, and mix with sliced tomatoes, onions and courgettes (or French beans). You need very little liquid—the vegetables have such a high moisture content. For Greek island kebabs—a dish that makes me feel warm and sunny even if English summer weather plays up—marinate cubes of lamb and dried figs and apricots (don't soak or cook them first) in olive oil, lemon juice, plenty of crushed coriander seeds, a pinch of cinnamon, black pepper and a few bay leaves for 4-6 hours. Drain and thread on to skewers with small mushrooms, wedges of onion and rolls of streaky bacon. Grill for about 10 minutes, turning and basting frequently with the marinade mixture. Noisettes—boned and rolled best end lamb steaks—are one of my favourite cuts and, just now, I'm fond of cooking them with olives. But this dish can be made perfectly well and rather more cheaply with mince chops. For six people, finely chop 6 oz each of onions and mushrooms and sweat in olive oil until just tender, then reduce to a puree. Stone and finely chop 1/2 lb small black olives and stir them into the mixture together with 2 tablespoons chopped parsley and a seasoning of salt and pepper. Cook the lamb in foaming butter to seal and brown on both sides, transfer to a large buttered gratin dish, spoon the olive mixture over the meat, cover the dish with foil and cook at 400 F, gas mark 6 for 20 minutes or more or less, depending on how well you like lamb to be cooked. Sprinkle with chopped parsley before serving. The olive mixture can be made well ahead and the meat can also be sealed in advance; moreover I've found that the dish can be left in the switched-off oven for 20 minutes or so after cooking without coming to harm—all of which is helpful when it comes to entertaining.

Suggested menus
Feaming artichokes
Noisettes with olives, baked halved tomatoes topped with garlic butter and bread-crumbs and new potatoes
Charlotte Malakoff
Vegetable fritto misto
Greek island kebabs with brown rice and braised lettuce
Pain d'été

The first three products mentioned are for "overnight" tanning and can be used in or out of the sun.

GF Quick tanning lotion, 60g, 75p; Speedfoam aerosol 125g, £1.50.

Our guinea pig says: "The instructions say that you will get a tan within three to five hours and that you should repeat the application during the first day. I found the lotion easier to apply than the aerosol—it was more oily. The aerosol tended to disappear when you sprayed it on but I put three applications of the lotion on my arms, and rubbed it in for a good few minutes. Because I had more time to apply it I found that it wasn't patchy and my arms are now a pale tawny colour with no streaks. I only put one application on my elbows because the skin there is hardest."

It also contains a sun-screen for protection in the sun. Sibel's Sun cream, 70g, 70p. This is a white cream which you are instructed to put on and then repeat at half-hourly intervals. It doesn't work unless you do that, and then it produces a perfectly acceptable tan colour, in about four to five hours. The effect lasts for about a week if you don't top up the application. Because the cream is white, you can't see where you've put it on so it could be blotchy. Always wash your hands after using it and go easy round knees and feet. It contains a sun screen for use in the sun.

Ambre Solaire duo tan cream, 85ml, £1.40. This is a tinted cream so it's easier to see where you've put it on—except that you can't see the backs of your thighs. One application will make you look tanned in four to five hours but if you

keep topping it up the colour will build up. You must let it dry thoroughly—it feels as if it's dehydrating on your legs; if it's on before going to bed and it stained the sheets. But once the chemical reaction has taken place, it doesn't mark clothes. Always wash hands after using it and be careful when you put it on knees and elbows. Be prepared to go a shade lighter when you shave your legs.

Another guinea pig who tried it found it slightly greasy at first but this means that later on the legs feel marvellously smooth. It also contains a sun-screen.

The next five produce a instant bronze effect, but also contain sun-screens so they can be used while in the sun. Yardley Easy Bronze face make-up, 70ml, 95p. This should be applied over a moisturiser and contains a sun-screening agent. It comes in three colours: Sungold, Sun-copper and Sunbronze. I tried Sungold which is recommended for fair skins. It goes on evenly and produced a pleasantly tanned look but with that slightly glittery sheen which so many of these preparations have. Yardley calls it pearllescence. It also has that smell which I find is peculiar to Yardley and which I personally don't like. Our other guinea pig found it to be very and, where necessary, had good but pointed out that as with all fake tans, if you have a less than perfect skin, it will show up

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A USEFUL last-minute idea is this rush mat which is up into a light and easily carried by the handles. The mat goes into a size six feet bag and would enable you to tie on it, this is a hazard of the beach—and even more unmentionable dangers. It's made of folds up to measure 11 1/2 by 12 inches and it has pockets which can be used carrying a bikini, paper sunlotions. It is £2.99 (50p) from Cucina, 4, Ladbroke Grove, London, W11 6JG, England's Lane, London, W11 6JG.

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HOME NEWS

Japanese steel may face new duties

BY DAVID FREUD, INDUSTRIAL STAFF

FURTHER PERMANENT anti-dumping duties on Japanese steel exports to Britain are expected after the Government's move against light sections on Thursday.

Steel light sections are mainly angles used in general construction and engineering. The other products likely to be covered are steel flats, also used in general construction and engineering.

Mr. Alec Britner, director general of the British Independent Steel Producers' Association, said yesterday that the case against Japanese steel flats was exactly complementary to that against light sections.

Unless the Japanese made some concessions over the flats, he expected the Department of Trade to introduce a substantive duty on them when the existing provisional duty ran out on August 16.

The association has been to the fore in collecting and presenting evidence of dumping in Britain in these areas.

Thursday's £11 a tonne anti-dumping duty against light sections replaced a provisional duty of £20 imposed three months ago.

Approval refused

Under the provisions of the anti-dumping legislation, the Japanese Government had to approve any extension to the provisional duty.

When it refused to do so the Department of Trade felt confident that the evidence already collected would justify the lower substantive duty against any challenge in the courts.

A provisional duty of £15 a tonne was imposed on Japanese steel flats in May. The department has collected evidence in Japan on whether these are being sold in Britain at dumped prices, but has not yet had time to analyse the figures.

The British producers' association, however, is confident that the analysis will reflect dumping.

It is possible that the Japanese will take a more co-operative position on allowing the provisional duty on flats to be renewed next month now that the British Government has taken a tough line on sections.

Call to act on Sunday trading

LOCAL AUTHORITIES should be able to deal with Sunday trading in their own areas if the Government is unable or unwilling to bring relevant laws up to date.

This is the view of the general services committee of the Association of Metropolitan Authorities, which is to seek a meeting with the Home Office.

The committee's decision came after a resolution tabled by Councillor Tom Bryson, of the London Borough of Brent, the association, said yesterday, a day after two court cases in which one organiser of Sunday markets was fined £8,500 and a second had a temporary injunction granted against him.

The resolution expressed dismay at the Government's refusal to take an initiative on Sunday observance and Sunday trading.

British Rail receives 40,000 requests for free cycle tickets

BY CHRISTOPHER DUNN

MORE THAN 40,000 people have applied for British Rail free cycle tickets in the last five weeks. In all, 40,000 tickets have been requested under the joint BR-British Cycling Bureau scheme compared with the 10,000 tickets issued in the whole of last year, when cycles were charged half fare.

As a result of the huge demand, British Rail intends to streamline the scheme, scrapping the application form procedure. "All people need to do now is present their own ticket to the inspector and wheel the cycle on to the train," British Rail said yesterday.

The scheme lasts until the end of September, but may be extended. Bicycles can be taken on a train only if there is space in the guard's van.

One group of farepayers is happy with British Rail, as evidenced about the withdrawal of concessionary fares for school children over 14.

The new over the move took a new turn yesterday when the National Association of Rail Passengers said that it was "appalled" by the decision. British Rail applied to make the move in October as part of a package put to the Price Commission, the higher fares are scheduled to come into operation this autumn.

The revenue gain to British Rail will be about £1m, and school children's season tickets would double in price. But it is estimated that £300,000 of the burden, would fall on local authorities because they pay school children's fares over three miles, if they pay for their education too.

British Rail described the move as the "withdrawal of a facility." The Association said it was a "blatant fare increase and runs completely counter to British Rail's statement that fares will not be increased again this year."

Earlier this week the railway announced that it would give fares for the rest of the year.

Sealink British Rail ping division, has reported a big rise in traffic in the six months of this year. The ferry routes to the Republic. The ferry service to Holyhead in Wales and carried 5,000 passengers about 10,000 cars, representing gains of 75 and 50 per cent respectively, on last year. The average increase in passenger and car traffic, more southerly route Fishguard and Rosslu still over 50 per cent. Mr. Derek Roberts, chief of the increase in "effectiveness of the shipping policy."

Mixed reaction in Tokyo

BY DOUGLAS RAMSEY IN TOKYO

THE BRITISH decision to impose a £11 per tonne anti-dumping duty on incoming steel sections and angles from Japan received a mixed reaction in Tokyo yesterday.

The Ministry for International Trade and Industry is studying whether to make a formal protest to the anti-dumping committee of GATT in Geneva, but the big steel companies will probably lobby against pursuing the matter.

Last year, Japan exported about 25,000 tonnes of steel sections and angles to the U.K. In terms of its world trade, British sales were 2.5 per cent of section exports and only 0.2 per cent of angles, and the Ministry officials say there is little chance of any substantial rise in U.K. sales this year.

Last April 7, London imposed a £20 per tonne provisional duty on the exports, then sent a team to investigate U.K. industry allegations that Japanese producers were selling more cheaply in the U.K. than on their home market.

At the end of that investigation, London asked the Japanese to reach an amicable settlement which would have included:

(a) The limitation of such exports in 1977 to less than 12,000 tons. (b) An increase in sales prices to Britain to £5 less than the domestic U.K. price. (c) A pledge to stop any diversion of Japanese exports of sections and angles from other European countries.

"These sorts of demands are very peculiar if Britain is really worried about dumping," informed sources say. Thus, Japan gave a flat "no" to the proposal, and therefore, anticipated a final anti-dumping levy. There is even some indication that the £11 duty is more lenient than some officials feared.

The Ministry nevertheless still maintains that Japanese sections and angles are not being dumped in the U.K., and officials are unhappy that the Department of Trade in London has not provided them with detailed findings to corroborate the charge.

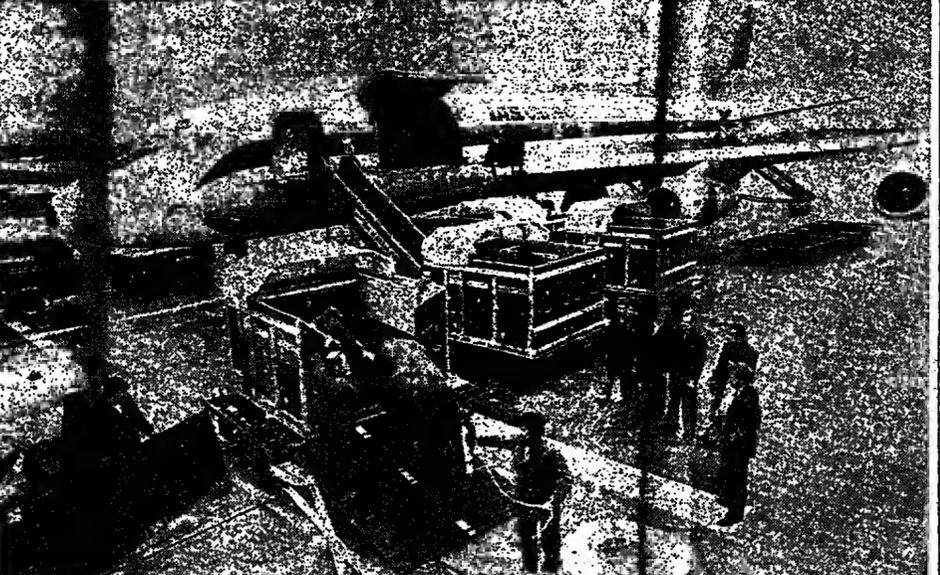
U.S. anti-dumping authorities, they contend, usually take pains to reach an amicable settlement.

The trade and industry Ministry may well bring the matter up at the GATT, but it will be sorely tempted to let it drop instead.

The anti-dumping levy will affect only Japan's small and medium-sized steelmakers which are anyway in deep financial trouble on exports as a result of the yen's rise against the dollar.

The Government has already undertaken to weed out the least competitive firms, and sponsor mergers among the rest, but it is widely known that most of the smaller companies are losing money on every tonne of exported steel. U.K. action may be seen as a way to drive some of the companies out of business.

Japan's big steelmakers regularly blame the smaller ones for disrupting foreign markets and prompting protectionism in both the U.S. and Europe, so they would presumably go along with whatever is needed to deal with the inefficient producers.



THE FINAL HURDLE: part of a bloodstock shipment disembarking from an IAS Cargo Airlines aircraft at Gatwick airport yesterday. At the Royal Show at Stoneleigh this week the airline signed a further three charters to fly bloodstock from Europe to the U.S. It has also won two big cargo contracts together worth more than £1m. The first, valued at £274,000, is for carrying pineapples from Nairobi to London; the inaugural flight will operate to-day. The second, worth more than £500,000, is with the C. Clausen Steamship Company to fly weekly consignments of chilled lamb and mutton from Western Australia to the Middle East.

Three to brewer plan pub swap

By Kenneth Gooding

THREE OF the main groups are having a debate about a big pub-swapping involving "a few outlets."

The idea would be to competition in areas presently one of them in monopoly.

The three companies Breweries (the Ind Cyle and Ansell combi Charington and Com brewing offshoot of the Group).

Members over the years sometimes give individual groups what they call "too many pubs" regions. The brewers are not ones troubled by this. The Monopoly Commission in its report on the some years ago, expressed "concern" about areas there is abnormally co-ownership of public houses.

The present idea is that the two companies big representation in West and Birmingham Allied and Bass—will in these areas for Com in the Thames Valley, parts of London.

Involved

Courage has previously involved in an operation type when five years swapped some pubs.

Similar monopoly deals have been done by Whitbread and Neams, except that it involved an outright change by Shepherd Allied Breweries night. "Plans are developed for an exchange between the companies and general have been agreed."

"However, many of the matter have yet crossed and more spent will be premeditated will be given trade organisations a concerned. "The exchange will place before 1978."

Food price inflation 'slows down'

By Stuart Alexander

FOOD PRICE inflation down, helped by cheap ables this summer.

In January 1978, price 15 per cent up on a year significantly below early of rise, according to from the James Capel industry Service.

With EEC accession by the end of this year of increase could fall 1 cent, in 1978 with the food consumption end. The report predicts three years of arid or possible incomes, there improvement in 1978. Families had tended to smaller proportion of come on food, but the r pects processed foods, w venience can be expected to popularity.

Pits to use rack-drive locomotives

THE NATIONAL Coal Board is investing more than £500,000 in a new locomotive which could revolutionise transport underground.

The project, announced yesterday by the Board's Yorkshire area, means that materials can be transported up steeper gradients with greater safety.

Coal Board engineers and the Leeds-based Hummel Engine Company combined to produce what they believe to be a British "first" in locomotive design.

Final approval trials are now being carried out on what the Board says is the world's first diesel-hydraulic "loco" designed for underground service that can use the rack-traction principle to negotiate steep climbs.

The new design means that where underground railway lines encounter steep gradients they will no longer have to halt or change to rope-haulage systems.

Instead the driver will use the rack-drive to engage the toothed-track mounted between the normal rails.

Eleven of the new engines—costing £50,000 each—are on order for Yorkshire pits. The first will go to Kellingley near Castleford, probably in September.

At present, the maximum gradient a locomotive can run on underground is 1 in 15. The new "loco" will easily be able to tackle gradients of 1 in 6. The rack-traction principle has been well proven on mountain railways, including the Snowdon Railway in North Wales.

Safeguards written into Housing Bill

BY IVOR OWEN, PARLIAMENTARY STAFF

Significant limitations on the obligations on local authorities in regard to housing were written into the Housing (Homeless Persons) Bill before it was given a third Reading in the Commons yesterday, despite Labour backbenchers' protests.

A procedural wrangle became interwoven with major issues of principle as Mr. Hugh Rossi, a Conservative Housing spokesman, led Opposition attempts to prevent people on local authority housing lists becoming the victims of queue-jumping by what he termed "self-induced homelessness."

The Bill, a Private Member's measure, introduced by Mr. Stephen Ross (Lab., Isle of Wight) and guaranteed Government support under the Liberal-Labour pact, seeks to impose a statutory duty on housing authorities to provide permanent accommodation for homeless people.

Mr. Rossi warned that the Opposition would vote against the third reading if amendments, designed to modify its basic principle, were not approved by the House.

If the Bill were carried into law in its original form, he argued, housing authorities to "magnet areas"—London, seaside resorts and other centres close to major air or sea terminals—could find themselves under siege by people claiming to be homeless.

Example Without the modifications which the Opposition wanted incorporated into the Bill, local authorities would have no way of knowing whether any of the people concerned had contrived to make themselves homeless.

He cited the example of a tenant refusing to pay rent to his private landlord, then contacting court proceedings for a possession order, as one of the

GLC homes lottery likely soon

By Stuart Alexander

THE GREATER London Council is to go ahead with its plan to offer neglected homes for sale on "homesteading" basis if approval for the scheme, likely to be a formality, is given by a meeting next Wednesday of the Housing Policy Committee.

Homesteading was the name given by the Tories to their plan to sell homes which needed expensive repair to young couples. The first 100 will be in a lottery to take place at County Hall at the end of August or beginning of September.

In the recent GLC election campaign, Mr. Horace Cutler, new Tory leader of the GLC, said there were up to 7,000 suitable homes all over London.

Homesteaders will be given a three-year deferment of mortgage repayments while they improve the properties. Council grants will also be available.

After the first six months, owners will be required to draw up a full repair scheme with council officers, which must be carried out.

At the end of the three years, they will be able to buy the homes at the price at which it was valued when lotteried. These valuations will include a discount for poor repair, but the price will not be allowed to fall below that which the GLC paid for the property.

Self-employed cancel march

By James McDonald

THE NATIONAL Federation of Self Employed has decided to cancel its planned march from Hyde Park to Downing Street to-morrow because it would make "substantial demands on what we believe to be an overstretched police force."

Instead, the Federation will hold a rally in Hyde Park between 2 p.m. and 4 p.m. to-morrow and a small demonstration will then go on to Downing Street to hand in a petition against the "closed shop" issue.

One of Northamptonshire's oldest shoe companies F. C. Chamberlain of Wellesborough Northants is to close down next Friday following a drop in orders. The entire workforce of 80 have been given redundancy notices.

And Molins, the tobacco machinery group, is making 220 employees redundant at its paper and packaging machinery subsidiary of Masson Scott Thurisell, based in Bristol.

The job losses, which will affect all our company sites in Bristol have occurred, according to Molins, because the anticipated upturn in capital spending in the shoe, machinery, carpet and oil-pit-form industries yesterday.

Former steel chairman warns on Government interference

BY CHRISTOPHER DUNN

RELATIONS BETWEEN Government and nationalised industries were being marred by "excessive pressure, bitter argument, and angry scenes," according to Sir Monty Finniston, former chairman of the British Steel Corporation.

But Sir Monty, who is now chairman of Sears Engineering, a subsidiary of Sears Holdings, the shoes and engineering conglomerate, said: "There is nothing that I would describe as bullying or threatening arm twisting."

In an interview in the Law Society Gazette, he says: "There is a tendency for pressure to be exerted from Government on nationalised boards not only by Ministers but by the Government in general."

"Government is a complicated machine, consisting not only of the responsible Minister but also of his Cabinet colleagues, other departments which have interests, MPs in steel constituencies, local authorities, civil servants and pressure groups of all kinds."

Sir Monty's comments come in the wake of the recent resignation of Lord Ryder from the National Enterprise Board amid suggestions of substantial Government interference.



Sir Monty Finniston: Angry scenes between Government and the nationalised industries.

was asking a lot to expect everyone to maintain their cool. "There were a number of occasions at the Steel Corporation when it was clear that the Government had another point of view and that one or other party was going to lose its temper."

Asked about relations between Government and the private sector, Sir Monty said the pressures tended to be mainly business ones. But it would be wrong to assume the private sector was a more enjoyable area to work in. "The involvement is with a different set of problems."

So far as decision making was concerned, Sir Monty said that in the analysis of problems the nationalised industries looked at situations in: "a very sophisticated and detailed fashion."

In many cases, the approach was far better than the private sector's. But there were obstacles to decision making in the public sector which were not seen in the private sector.

"The problems of the work force, however," Sir Monty added, "remain identical in both the public and the private sector."

Supplementary estimates £613m.

BY PETER RIDDELL, ECONOMICS CORRESPONDENT

THE GOVERNMENT yesterday presented supplementary estimates totalling £613m, reflecting both pay and price rises and increases in the volume of public spending.

It was stressed in Whitehall yesterday that the planned volume of spending for 1977-78 was still well within the total £97m, for employment measures, laid down in the January Expenditure White Paper and the contingency reserve for additional items since then.

The supplementary estimates confirm that about half the contingency reserve for 1977-78 has now been committed. Although the figures are not strictly comparable, this conclusion is suggested by the fact that £361m, net in the supplementaries consists of increases in the volume of spending.

Within this figure, £104m is proposed for social services, £47m, for agricultural support and £32m, for British Aerospace items since then.

Less than half the increase in the volume of expenditure involves a rise in cash limits. The

cash limit for the Department of Energy is being increased from £48m to £53.6m, and that for the Department of Employment from £22m to £44.6m.

Provision will also be needed for the butter subsidy and the Price Commission.



LEADING PERSONALITIES from Equity, the acting union, demonstrated in London yesterday over the news that Howard and Wyndham's is selling its theatres in Liverpool, Manchester and Oxford possibly for non-theatrical purposes. Holding protest banners are Francis Cuka (left) and Janet Suzzman. On Miss Suzzman's immediate left are actor Nigel Davenport and Equity president Hugh Manning.

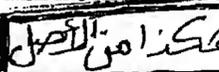
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End of an era for Jack Jones and pay policy

By CHRISTIAN TYLER, Labour Correspondent

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SATURDAY, JULY 9, 1977

Rank-and-file revolt

IT HAS been an odd week one that began with news of the official exchange reserves leaping by \$1.7bn to a new high level and ended with widespread doubts about the future of Government economic policy...

Tax changes

But the time-table was already tight and the Government will have to adapt itself to the new circumstances very quickly. It will be meeting TUC leaders next week and will presumably seek, despite the voting, to obtain their backing for retention of the twelve-month rule...

No limits

The prospect of achieving agreement on anything but the loosest form of restraint after the end of this month has been growing steadily dimmer since the Budget. But the Government had certainly not given up hope and was looking for some small foundation on which to build this week, when not only the unpredictable miners but the apparently docile transport workers, under the leadership of Jack Jones, were to hold their annual conferences...

THE Government is in a muddy retreat from Waterloo. It knew the battle for Phase Three would be long and hard, but when, this week, the leaders of the 2m. members of the Transport and General Workers' Union cast their votes for "unfettered collective bargaining" from the end of the month, they delivered the most decisive blow of the campaign that has been fought at trade union conferences all summer long.

Now the Cabinet is making a desperate bid to reach the high, dry ground of a commitment from the TUC which might rescue an honourable peace and the life of the Labour Government.

For many observers, the outcome was inevitable. Some employers, for example, have been making pay agreements with their shop stewards in anticipation of a return to free collective bargaining from August 1. Economic forecasting institutions were predicting that the winter wage round would produce an earnings increase of around 15 per cent, even while the Chancellor was hoisting his target of 10 per cent, or less.

Right from the start of the trade union conference season in late April, unions were attaching to their support for some kind of Phase Three demands for pay rises of 11-13 per cent, a figure that grew to 20 per cent in one case. They also laid down strings of conditions about restoration of eroded differentials, elimination of distortions caused by rigid self-control, consolidation of incomes policy supplements into basic rates, and so on.

Increasingly, therefore, economic commentators doubted that a third and flexible phase was desirable. When all prospects for a third phase were finally destroyed this week, there arose in many quarters a sigh of relief that a "cover-up" deal between the TUC and the Government was no longer possible.

What was lost with the vote of the TGWU delegates in the Isle of Man on Wednesday was not Phase Three—at least not in the sense which Mr. Jack Jones and Mr. Len Murray have used the phrase. They had both said for weeks beforehand that there would be no Phase Three—that that the agreement or understanding they were looking for with the Chancellor would bear no relation to what had gone before.

What was lost was the fall-back position only recently adopted, at Mr. Jones' instigation, by the TUC General Council. At its last meeting the General Council put flesh on the bones of last autumn's TUC Congress resolution. This said: "Congress... supports the view that a planned return to free collective bargaining should begin to take place in 1977." That resolution



The NUM's pay claim-union president, Mr. Joe Gormley (left)—could be dangerous for the Government after the TGWU conference's defeat of Mr. Jack Jones (right).



Tony Kirk

was moved by the Shopworkers and seconded by the Transport Workers. The planned, or orderly, return was interpreted in the light of the TUC's Special Congress last June, when the Phase Two £2.50 to £3 limits were overwhelmingly adopted, coupled with a pledge that "the 12-month interval between major pay increases will continue to apply".

It was this 12-month rule, reaffirmed by the TUC General Council last month, that was wrecked in the Isle of Man. Ministers had been confident that this pledge at least would survive. Mr. Jones, never defeated at his union's biennial conference, would be able to carry his shop stewards on this single point in spite of the overwhelming evidence from the pre-conference agenda that another incomes policy was not on.

It was a momentous and emotional defeat for the man whose name has become synonymous not only with the social contract, with the last 20 voluntary incomes policies, with much of Labour's pro-union legislation and with industrial democracy and other hoped-for legislative reforms, but with the TUC itself.

Mr. Jones blamed his defeat partly on the way in which Labour's economic programme has gone awry under pressure from a falling exchange rate, and partly on the severe distortions caused by incomes policy to wage structures in British Leyland and its hundreds of dependent industries. But it appeared, too, that the delegates simply did not believe that the resolution they were being asked to support did not imply another incomes policy. Rather they were convinced

that the 12-month rule was a blind for more sacrifice of living standards, and that the ambiguity of the resolution's wording left the door open for all kinds of deals with the ailing Government.

In some respects the delegates were right to be suspicious, if only because government officials were waiting with bated breath to see what kind of room for manoeuvre the TGWU conference decision would leave its general secretary, Mr. Jones has no room for manoeuvre now. The mandate is absolute, and the TUC will have to do without its largest affiliated union for any programme it may try to work out with the Chancellor.

Pattern of votes

If the 1.4m-strong Amalgamated Union of Engineering Workers follows the logic of its own conference decision in May (before the 12-month rule was a live issue on the TUC General Council), it will fall in behind the Transport Workers on any vote at the autumn TUC Congress on the General Council's decision on the 12-month rule. The miners look certain to oppose it and so too, among the big unions, does the Association of Scientific, Technical and Managerial Staffs. A quick summary of the favour of conference decisions by the top 25 unions suggests that about 5m votes would be cast against any kind of TUC pay formula and about 4m for.

The further 2.5m. votes held by the smaller unions could go either way. But even if the TUC policy is carried, it is difficult to see what weight that result could carry without the

2m. Transport Workers. This is the dilemma confronting the TUC Economic Committee when it discusses the TGWU decision and meets Ministers next week.

However, if as a result of those meetings the Economic Committee can extract a range of Government promises on prices—a package is expected in any event from Mr. Roy Hattersley, the Prices Secretary—the voting pattern could be altered. Other union leaders like Mr. Hugh Scanlon of the Engineers, and Mr. Alan Fisher of the Public Employees, and others whose conferences gave the thumbs down, could swing their unions—but not the TGWU—behind a broad and vague understanding which would still cost the pill of the 12-month rule. The Government would have to produce something pretty firm—the "climate" that Mr. Jones talked about this week—say, promising that prices would not rise by more than 5 per cent. over the next six months.

It is another question whether the Government, given the fragility of its political alliance with the Liberals, would be willing to endorse the kind of report that the TUC General Council will make to Congress this September.

In the meantime the danger of a wages explosion is a real one, in spite of the fact that perhaps probably the majority of employers and union negotiators still intend to observe the normal practice (outside pay policies as well as within them) of making only one settlement every 12 months.

First, some of the big groups of workers which have only recently settled under Phase Two—like the local government officers, electricity staff, building workers and government

industrial workers—will be even less happy now to wait until next summer before they can reap what benefits they can from free collective bargaining.

Secondly, those groups which are due to settle by the end of this month—and who have so far refused to do so—will scarcely be encouraged to fall into line now that the TUC's policy is under such severe attack.

Third, the size of claims now being drawn up for those whose settlements fall due from September onwards will add fuel to the expectations of those who do the work. The carworkers in Ford, Vauxhall and parts of the Leyland empire are already coming forward with demands. At both Ford and Vauxhall the basic claim is for 15 per cent. The Ford workers—led by Mr. Moss Evans, from next March general secretary of the TGWU—also want a 35-hour week, and pay for those laid off by internal disputes.

Above all, there is the prospect of a huge pay demand from the miners. Their conference decision this week in Tyne-mouth was to go for £135 a week for the top-rated faceworker—nearly double present minimum earnings—and to do so in November, their traditional settlement date, but only eight months from the last settlement under Phase Two. It was made clear during their conference debate that £135 was a longer-term target, not an immediate demand, and that the November date would not be pressed if the majority of other unions observed the 12-month rule.

But then the miners went on quite unexpectedly to vote on an incentive scheme. That immediately gave their decision

on basic pay more pro. When, the day after, it made its decision against month rule the Miners' on basic pay looked very urgent and ominous.

Equally important will outcome of negotiat behalf of some in government manual one to settle in N. They set the pace not 220,000 hospital manual a month later but also i for the low paid publ generally.

The TGWU decid the local government workers in the uncor position of facing a Gov imposed policy which carried out with en by the many Conserv trolled councils—a p Jones made to his dele week. They, like all paid, needed a TUC-G deal more than most.

As things stand the tually no prospect of a on a rise in minimum stand, the TUC will have to consider n whether to review its minimum wage targ with the two incom supplements, stands a week. The great diff by some union leader fying a new figure—E would not be considi vagant by the union-firm figure could mae atmosphere of restrai the TUC is committe.

In other words, if n aimed to bring their ic members up to the r mumm, there would be in the employers' kitting out the grievance semi-skilled workers pearing the scarcely s militancy of the craft do both at once would in many cases cost n the TUC itself wor reasonable.

In all the manoeuvr muddying that will t week's events, one stand out. The TUC the support of the Workers for anything a complete return to gaining. Without the Workers, spread as it a huge spectrum of public and private, n decisions can have lit ing.

The shop-floor has s remembers the lesso and 1975 when pay s climbed to 30 per c inflation soared, and be in a hurry to r experience. But it is that the time has co pay bargaining back came from.

This week saw the last big defeat of Jones's career. But i too it was the culm his creed: be succum power of the shop ste union rank-and-file-power be himself i give them.

Letters to the Editor

Directors

From Messrs. J. Chudley, M. Rosenbead and E. Snelling. Sir—May we heartily second the principle of not every detail of Mr. Jackson's letter of July 5, and indeed his previous letter. We have campaigned for some five years, pressing for minimum levels of professionalism to be required of the role of the director and the mode of his selection. We are aware that a suggestion very similar to the one contained in the sixth paragraph in Mr. Jackson's letter has been made repeatedly to the Institute of Directors over that period, as also to the CBI and the British Institute of Management. We can also vouch for the fact that the "co-operation of the job" preferred ranged between a deathly silence and "Don't call us—we'll call you." It seems ironic that the Institute of Directors should so misunderstand the directorial role as to confuse it with company doctoring, but this would appear to be the case. We hope that the continuance of this correspondence will encourage the institute to take some action.

Opinions

From Messrs. G. Philo and P. Beharrell. Sir—Your review of "Trade Unions and the Media" (July 6), of which we are the editors, severely misrepresents our position in one respect. At no point have we ever suggested that TV programmes should reflect one set of attitudes. We did, however, argue that TV news should report a variety of opinions on issues where a divergence exists, and our research showed that it was failing in its obligation to do this. We argued that both TV news and large sections of the Press had distorted factual information and had excluded alternative comment in the process of

quarried coal of adequate quality for users? Who will deny that trade is better than aid? In U.K. the coal mines seem to be short of recruits, but if there would still be redundancies they could perhaps be saved by early retirement for those whose health has already been affected. T. T. Lambie, 145A, Ashley Gardens, Thirley Road, S.W.1.

Housewives

From the Director-General Food Manufacturers' Federation. Sir—The National Consumer Council reports that one wife in three has received no increase in housekeeping allowance in the last year. The lower this husband's income, the less likely he is to hand over any increase. The report comes as no surprise to members of this federation. It confirms our own findings from a survey carried out early in 1976. Small wonder that housewives complain about price increases, when many receive little or nothing from wage increases intended to meet higher living costs.

Management

From Mr. D. Pearce. Sir—In his article "The mystery of action learning" (June 27) Michael Dixm is right that there are no panaceas in management education. Action learning is not the philosopher's stone, it is an attitude of mind which can release the latent energy and potential of individuals and organisations in quite remarkable ways and diverse situations from the mental hospitals of northern England to the vast coalfields of India.

Breakdowns

From Mr. D. Hasnam. Sir—While I imagine that we have by now extracted the full mileage from the AA breakdown services, may I as a previous correspondent on the subject, add a brief comment to the definitive arguments put forward by Mr. R. Campbell (July 1)? Over the past two or three weeks I have carried out a private survey of vehicles in a street which has revealed what a large number of comparatively old

cars now carry the AA badge, a marked difference from a few years ago when membership appeared to be the preserve of those at the higher end of the motoring spectrum.

Once people and organisations have gained the confidence that they need not rely on outside experts, costs fall dramatically. And when we reach the stage of running an action learning programme with no "professional" advisers and tutors, true success will be at hand. That time is not far off.

Group discussions may be cheaper than large-scale tests in absolute terms, and they may be more useful for so-called "diagnostic" purposes (learning how to amend and improve the concept). But are they as likely to give you the correct answer for predictive purposes (whether to go ahead with this new product or not)?

Of course, group discussions will give you an answer (and I suppose a lot of market research users confuse an answer with the correct answer). But I would suggest that a large-scale, objective test is much more likely to give you a valid prediction than 3 or 4 group discussions conducted and interpreted with the lack of structure inevitable to that technique. Prediction of success or failure is the purpose of group discussions.

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COMPANY NEWS

Thorn 39.4% ahead to record £103.68m.

AN ADVANCE of £16.43m to £127.25m in second-half pre-tax profits put Thorn Electrical Industries 39.4 per cent ahead at £103.68m for the year to March 31, 1977, compared with last year's record £74.42m. The directors said a half-yearly overall results were expected to show satisfactory growth.

Sir Richard Cave, the chairman, says that any forecast must be in general terms, but he believes that the company will continue to achieve considerably better results than industry generally because it has a broad base to its activities, has a strong management team, is strong financially, and has areas of its business in which real growth can be expected.

Earnings are shown ahead from 28.2p to 37p per 25p share, and the directors have decided to pay a second interim dividend of 4.333p net on capital as increased by the 1-for-20 scrip issue. This lifts the total by the maximum permitted from 5.957p to 6.2907p. A third interim will be paid if the dividend income is reduced. The dividend is covered 3.5 times, against 3.8 for last year, it is stated.

The increased charge for depreciation also reflects the build-up in television rental both in the U.K. and overseas, and the level of capital expenditure that has been a feature of company policy in recent years, members are told.

The tax charge includes provision in respect of allowances for fixed assets and stock relief which under proposed changes to the accounting rules on deferred taxation principles, may not be necessary in future years. The provision in the year for these tax items was £15.8m, compared with £11.2m, last year. The balance in deferred taxation balance in

DIVIDENDS ANNOUNCED

Company	Current payment	Date	Corr. of sp. div.	Total year	Total last year
Carlisle Inc. (int.)	0.94	Aug. 31	0.78	1.72	3.3
Cornercroft (int.)	0.94	—	—	—	2.6
Independent News (int.)	2.44	—	1.14	3.58	4.96
News Engineering (int.)	0.82	—	0.82	1.19	1.08
Thorn Electrical (int.)	4.36	Oct. 7	3.96	6.59	5.99
Tyreside Int. (int.)	1.3	Sept. 30	1	2.3	—
Websters Publications Int. (int.)	0.37	Sept. 30	0.27	1.1	1.2

Dividends shown pence per share (or scrip issue). On capital increased by rights and/or acquisition issues. For 15 month period. Second interim will be paid in March, 1978, and final in June, 1978.

profit of these two items at the year end was £10m out of total deferred taxes of £125.3m.

Capital expenditure in the year totalled £124.2m, it is stated. This figure comprises expenditure of £59.7m on new television receivers for rental (including the purchase of rental agreements), and £24.5m on fixed assets. The total compares with £111.2m in the previous year (television rental £81.5m, fixed assets £29.4m).

Although demand for durable consumer goods of all kinds was reasonably buoyant in the autumn, the director says that taking the year as a whole, trading conditions were only moderately satisfactory. The main factors supplying industry and the public sector, including lighting and many companies in the engineering group, conditions were difficult. Thus the circumstances were particularly satisfactory to note that all product groups showed improved results.

The television rental companies had another successful year with satisfactory increase in profits. The geographical coverage of the rental operations was expanded by the opening of new outlets in the U.K. and overseas. Substantial growth in the number of regular customers has been achieved and this was further increased by acquisition of rental agreements in the U.K.

Thorn consumer electronics activities continued to operate in very competitive market conditions with high levels of saturation in many countries (particularly the U.S.), excess world production capacity and poor profit margins. During the year some £11.2m, last year £10.4m, was achieved and this was further increased by acquisition of rental agreements in the U.K. and overseas.

Good order book at Eva

DESPIKE THE fact that she discerns no significant upturn in the sectors of activity in the U.K. where Eva Industries operates, Mr. T. R. Astley, chairman, says that prospects for the current year are encouraging. The directors plan to increase new investment and the dividend to a greater value than last year.

Asia £2,044; Africa £1,913; rest of Europe £551; South America £1,450; Middle East and Mediterranean £1,053; Australasia £57; Canada and U.S. £52.

Although some progress was made in almost every company in the group, the results for 1976-77 owe much to the strong advance made in the agricultural tool division.

A useful advance was also made in the engineering products division.

Speaking on the year under review, in which pre-tax profits jumped from £1.1m to £2.04m, he says that although corresponding figures for 1975-76 do not include operations in Brazil the comparison between the two years is still reasonably valid because in 1975-76 Accu Topy in Brazil did little better than break even.

A divisional analysis of sales and profits for the year to March 31, 1977 (1976's omitted) shows: agricultural tool £10,671 (£4,132); and £1,404 (£583); engineering products £2,444 (£1,903); and £2,200 (£2,575) and £47 (loss £381); forging and foundry £1,903 (£2,106); and £117 (£181); investment £2,545 (£2,025) and £110 (£34); investment income £16 (nil).

A geographical breakdown of group sales (1976's omitted) discloses: U.K. £9,462; South East

Results due next week

In a slack week for major results next week, pride of place will go to Distillers which is expected to surpass £100m profits for the first time. Also reporting are Imperial Group, Gesteiner, Scottish and Newcastle, and Wilkinson.

After some consternation a couple of months ago when one profit forecast of £108m was made, a greater consensus has emerged among Distillers' followers. When the results come out on Thursday the market will be looking for around £117m (excluding any windfall from further sales of the company's BP shares).

One tricky area in the equation is the matter of currency adjustments, though it is clear that the second half will have suffered far less than the first. On the trading side, the buoyant home market over the Christmas quarter must have established a strong trading base. There will also have been some price rise benefits in exports though volume growth is not thought to have been as strong as last year. The lag before the prices bite is quite lengthy. That £17m would mean a 28 per cent rise for the year, even better than the 25 per cent shown at half time.

After the 64 per cent profit gain at Rothmans this week, half year results for the company's Group due on Thursday could look disappointing. The Imps' chairman has forecast a "slight advance" but this was made before the Budget and is being taken as being on a continuing basis. Still, with so much happening on the tobacco side (continuing price war in the U.K., changes in EEC duty procedures, tobacco substitute products) analysts are having a difficult time producing confident forecasts. The range of guesses for the half-time figure is £69m-£73m, against £65.1m last time.

Company	Announced	Dividend	Final	Final
Altria Industries	Thursday	0.39	1.407	1.11
Anglo American	Thursday	0.29	1.477	1.57
Associated Lancers	Wednesday	1.11	1.328	1.15
Blaker's (Malabar) Castings	Thursday	0.85	1.655	1.65
N. Brown Investments	Wednesday	0.82	1.857	2.19(1)
P. P. Bulmer	Wednesday	0.75	1.833	1.3
Sunderland-Harvey	Wednesday	0.75	1.833	1.3
Cardo Engineering Group	Wednesday	1.52	2.312	1.4
Cheshire Water	Wednesday	0.28	1.238	1.4
Crown House	Monday	1.10	1.738	1.178
Dacian Holdings	—	Nil	—	—
Dares Estates	Thursday	2.15	3.207	2.113
Derwent	Thursday	2.25	3.41	2.573
Hammam Spring Company	Thursday	2.013	3.541	2.813
Millers Commercial	Monday	Nil	Nil	Nil
Edinburgh and General Investments	Monday	Nil	Nil	Nil
ERF (Holdings)	Wednesday	1.2	—	—
Hampton Cold Metal Works	Wednesday	Nil	—	—
Hampton Trust	Wednesday	2.05	—	—
James Robinson Group	Wednesday	0.88	2.58	1.834
Rowden Group	Thursday	0.82	2.344	2.233
International Frontier Corporation	Thursday	2.25	3.41	2.573
James Latham	Monday	1.05	1.787	1.1
Manning Industries	Monday	2.75	4.77	2.8
May and Haskin	Monday	0.75	1.49	1.09
Marine Investments	Monday	0.74	1.73	1.09
Montagu L. Meyer	Monday	0.5	2.43	1.311
Oil and Associated Investment Trust	Monday	0.99	1.656	1.428
Peabody International	Monday	0.94	1.594	1.719
Reynolds Price and Sons (Holdings)	Monday	0.93	2.216	1.869
Richard M. Phillips	Monday	0.30	1.115	1.528
Rathbone Investments	Monday	0.45	1.276	1.528
Scottish and Newcastle	Monday	1.4	1.719	2.75
Second Great Northern Investment Trust	Monday	0.6	1.8	0.5
Siege Gorman Holdings	Monday	1.4	2.72	1.94
Seaford Credit Group	Monday	0.8	1.82	1.66
S. W. Torchin	Monday	1.21	2.59	Nil

Company	Announced	Dividend	Final	Final
United British Securities Trust	Thursday	2.0	4.83(1)	2.1
United British Securities Trust	Thursday	0.8	1.391	0.218
Werner Holdings	Thursday	0.25	0.88	0.53
W. H. Wilson	Thursday	0.18	1.827	1.38
Wilkinson Metal	Thursday	0.18	1.827	1.38
W. Whiston and Sons (Associated Co.)	Thursday	—	1.861	—
Young Auld and Young	Thursday	—	1.716	—

Dividends shown net, pence per share, and adjusted for any tax credits. For 15 month period. Second interim will be paid in March, 1978, and final in June, 1978.

BIDS AND DEALS

Merger terms value Cable at 130p

BY KEITH LEWIS

Details of the Scheme to merge Globe Investment Trust and Cable Trust into the largest U.K. investment trust, with combined net assets of £350m, have been finalised. Terms of the merger, which was first mooted in January 1976, are based on seven years' trading history. At last night's closing prices—Globe at 99p, np 6p, and Cable higher by 5p at 131p—this places a value on each Cable share of just over 130p.

The Scheme of Arrangement, under Sections 295 and 208 of the Companies Act 1948, provides that the cross-holdings between the two trusts—Globe has 33 per cent of Cable and the latter has 20.4 per cent of Globe—will be cancelled. It also provides that holders of the Cable 64 per cent Convertible Unsecured Loan Stock, 1965-90, will receive new 5 per cent Globe Convertible Unsecured Loan Stock, 1975-90. The Scheme is expected to become effective on September 16.

The main argument in favour of the merger is that it will boost the asset value of the enlarged trust, through the elimination of cross-holdings which are based on the market value—that is, at a discount in common with the rest of the trust sector. Furthermore, the Scheme also provides for the holding of 74.4 per cent of Electra Investment Trust, another trust in the Electra House stable, will be consolidated in the new trust.

The merger will be to the greater benefit of Globe holders than Cable holders because Globe's holding in Cable is larger than Cable's holding in Globe. The merger will mean a 19.7 per cent gain in the Globe asset value and a 12.6 per cent gain for Cable.

The net asset value of Cable was stated in the last annual accounts as being 153p per share. Since the overall level of the Stock Market has risen it is reasonable to expect that since those accounts were made up the market value of Cable's share has risen to 130p, since represents a substantial discount to asset value.

The estimated assets value of the enlarged trust put at just under 140p per share.

The merger is also expected to result in an increase in earnings. Had the merger been effective throughout the year ending July 22, 1977, the rise in net earnings attributable to Globe Ordinary Stock would have been 13.2 per cent, and would have been equivalent to 10.5 per cent for Cable.

Concrete accepts 15p increase from NCI

National Chemical Industries of Saudi Arabia has managed to win over the Board of CONCRETE, specialists in structural pre-cast concrete products under the Bison brand-name, with a revised 15p share cash offer worth £11.6m.

The new terms—15p higher than the original offer—have also been approved by Bryant Holdings, a major shareholder with 25 per cent of the equity. In yesterday's report the offer was given as the proposed final.

70p OFFER FOR LAMSON PREF.

Agreement has now been reached whereby Moore Business Forms, a wholly owned subsidiary of Moore Corporation, will offer 70p cash for each Preference share of Lamson Industries.

Holders will be entitled to receive final dividend in respect of the period from July 1 up to and including the date on which the scheme becomes effective.

Trusts unravel some Canadian interests

In a series of complicated transactions three trusts in the stable of the Edinburgh-based management company, Ivory and Sims are to be unravelled.

The trusts, which have a view to eliminating the double discount penalty on the stakes as at present held.

British Assets Trust and Edinburgh American Assets Trust are to be purchased from Atlantic Assets, its subsidiary Woodford Investments, and its associate Glenista Investments, their holdings in the Toronto-based investment company GBC Capital. Subsequent to these purchases Glenista—the remainder of whose shares are owned by British Assets and Edinburgh American—will be placed in voluntary liquidation, and its remaining assets (quoted stocks worth £12m) will be passed to Atlantic. Atlantic also receives £1.6m in cash, while Woodford gets £1.1m.

Rotork Purchases Systems Company

With effect from April 1, 1977, Rotork has acquired the capital of Systems and Components, a manufacturer of integrated analyser systems based near Devizes. The consideration is to be satisfied by the issue of 150,000 shares and £150,500 cash. The interim dividend to be announced in September.

The audited accounts of Syso for the year to September 30, 1976, showed an operating profit of £28,978 (on a turnover of £488,441) and net assets of £118,218.

After completion of the transaction, Leagues Investments, which is controlled by the former shareholders of Syso, will purchase 40,000 shares in Rotork. The factory will then be leased back to Rotork.

UNIT TRUSTS

Lawson High Yield

Lawson Securities is offering investors this week-end the Lawson High Yield Fund, yielding an estimated 11.8 per cent gross. The underlying portfolio is split between fixed-interest preference shares (44 per cent) and high yielding equities (56 per cent).

The managers of the Lawson High Yield Fund take the view that it is more important for investors to consider aspects of increases in income than the level of the yield. For this reason, the fund is primarily seeking income, but capital growth is also a consideration.

The Lawson High Yield Fund has been the most successful trust in the Lawson stable (where total growth has been 122 per cent in three years), reflecting the popularity of high income funds with investors. Income funds can either invest in preference shares for high immediate income but with little growth prospects, or in equities which provide maximum growth with the expense of lower income at outset. This trust compromises by splitting the portfolio and should meet the needs of investors who want high income with some growth.

M. & G. HIGH INCOME

Investors are being offered the M and G High Income Fund, which provides maximum growth with an estimated initial yield of 9.1 per cent gross. The portfolio is almost entirely invested in equities with the aim of providing an income at least above average together with maximum growth prospects for that income. Invest.

Downturn at Symon

AFTER FALLING from £128,000 to £104,000 in the first half, net profits of precision engineers, sheetmetal workers and jig and tool manufacturers Symon's Engineering Company finished the year to March 31, 1977, down from £265,241 to £201,751 on lower sales of £1.7m, compared with £1.81m.

After tax of £10,797 against £146,706, earnings are shown to be down from 2.538p to 1.797p per 5p share. But dividend is raised from 1.033p to 1.123p net with a final of 0.8173p.

Independent Newspapers advance

TURNOVER of the Dublin based Independent Newspapers Group expanded from £7.1m to £9.4m in the first half of 1977 and, after depreciation of £105,000, against £97,584, profits advanced from £372,713 to £318,000, subject to tax of £368,000 compared with £327,000.

Comerc rises mid to £109.0

On turnover increase against £9.2m, pre-mechanical and engineers, Comerc, £83,000 year ended March 31, 1977, against £82,000 year ended March 31, 1976. After tax profit £51,500 (1976's £45,000).

Stormgu: slumps to £39,258

After a drop from £19,125 at half-way, Stormgu's turnover fell from £51,617 to £35,438m. After tax of £27,201, and extra of £25,375 (nil). After tax profit £24,416 (1976's £1,089) share.

Ayer Hitam's poor output

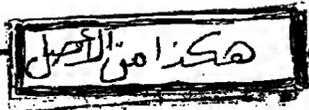
By Kenneth Marston, Mining Editor

TIN CONCENTRATE output of Ayer Hitam, one of Malaysia's leading producers slumped last month to 99 tonnes, the lowest for some seven years. It brings the total for the past financial year to 4,132 tonnes, compared with 4,250 tonnes in 1975-76.

ISSUE NEW: LSMO allotment

The offer for a Scottish share in Marlin shares is £3,306 applications, 84,807,900 shares. A weighted ballot for 300 shares. There will be necessary heavy oversubscriptions. Applications for 4 receive 100, and up to 1,000 receive 100 shares. The balance will be allocated on a first-come, first-served basis. The balance will be allocated on a first-come, first-served basis. The balance will be allocated on a first-come, first-served basis.

SUMMARY OF THE WEEK'S COMPANY NEWS



Bids and mergers

which made an unsuccessful £5.7m. bid for Spear in January, has bought a 39 per cent. shareholding...

the assets being sold is £7.5m. including a revaluation surplus of £1m.

Speculators hoping for a bid for Redfearn National Glass had an unpleasant surprise when the company announced that they had rejected the takeover approach...

Table with columns: Company bid for, Value of bid per share, Price per share, Price value of bid, Final Acc't date

INTERIM STATEMENTS

Table with columns: Company, Half-year to, Pre-tax profit, Interim dividends

Table with columns: Company, Year to, Pre-tax profit, Earnings, Dividends

Spring and Steel Group has made an agreed £800,000 for Robert Riley (Holdings). Terms of the offer are...

is making efforts to acquire the outstanding shares Earl not already owned on the basis of 22p for each share...

Investments has decided not to proceed at this its proposed offer to acquire the issued share capital...

has once again rejected offer terms from Hall-Royce the grounds that the revised bid still fails to take...

Table with columns: Company, Value of bid per share, Price per share, Price value of bid, Final Acc't date

(Figures in parentheses are for corresponding period.) Dividends shown net except where otherwise stated.

PRELIMINARY RESULTS

Table with columns: Company, Year to, Pre-tax profit, Earnings, Dividends

Offers for sale, placings and introductions

Borough of Burnley: Issue £2m. 13 per cent. Redeemable Stock 1987 at 297 1/2 per cent.

Cambridge Water: Offer for sale by tender £1.3m. 8 1/2 per cent. Redeemable Preference Stock 1982 at minimum price £99.50 per cent.

London and Scottish Marine Oil: Offer for sale 81m. Ordinary 25p shares at 155p each.

Rights Issues

English Assn. of American Bond and Share Holders: Three-for-two at 44 each.

McKechnie Brothers: One-for-six at 68p each.

Nottingham Brick: One-for-four at 140p each.

John Waddington: One-for-five at 130p each.

Scrap Issues

Braham Millar Group: One-for-seven.

Braithwaite and Co. Engineers: One-for-one.

HOME NEWS

Te & Lyle redundancies postponed for three months

Mr. John Edmonds, national industrial officer of the General for the British sugar and Municipal Workers' Union...

Fraser newspaper group to build £1m. print plant

SIR HUGH FRASER'S Scottish and Universal Newspapers group is to build a £1m. production centre for 11 weekly and one daily papers at Irvine New Town.

"Life is as tedious as a twice-told tale Vexing the ear of a drowsy man..."

Advertisement for Schroder Life Group featuring a portrait of William Shakespeare and text about life insurance.

Teacher claims dismissal was unfair

ONS education teacher Mrs. Dillys Roberts, a part-time Hertfordshire's agreed religious education teacher at the head of the Board of school, said in evidence that her own class had been given the impression that "Hitler had come to punish the Jews."

Concrete oil platform 'no dodo' - McAlpine

A SHARP REBUTTAL of the view that the concrete oil platform is a "technological dodo" came yesterday from the Anglo-French consortium of Sir Robert McAlpine-Sea Tank whose Ardyne Point yard on the Clyde delivers its last order to-day.

Private clients and the PIMS Portfolio Management Services advertisement.

Inshore fleet act on trawler incursions advertisement.

Lindus Industries advertisement with financial data and product information.

Schlesinger PIMS advertisement.

Concrete oil platform 'no dodo' - McAlpine advertisement.

WALL STREET + OVERSEAS MARKETS + CROSSING PRICES

Mixed after early firmness

BY OUR WALL STREET CORRESPONDENT

A MIXED TREND prevailed on Wall Street today, after initial firmness lacked follow-through support.

After opening 2.29 up at 911.50, the Dow Jones Industrial Average came back to 907.90, for a loss of 3.60 on the day and 4.64 on the week.

The NYSE All Common Index, at \$54.81, shed 3 cents on the day and 11 cents on the week, although rises led falls by 798 to 550.

Early buying was attributed to the Labor Department report that the June Wholesale Price Index fell by 6.6 per cent.

Services leading the advance. The Gold Share Index moved up 27.3 to 1020.7, Oil and Gas 18.2 to 1500.7, and Banks 5.56 to 245.36.

PARIS—Markets eased in very quiet trading, with operators holding back ahead of President Giscard d'Estaing's speech in Carpentras.

BRUSSELS—Most prices higher in quiet trading. Arbed rose Frs.15 to 2,595, despite 8.1 per cent drop in steel output first half year 1977.

JOHANNESBURG—Firm and active on strong New York and London buying. "Heavyweights" selling at 12.5, "Medium" and "Lightweight" issues were up to 30 cents higher.

OVERSEAS SHARE INFORMATION

Table with columns for Stock, Price, Div. Yld., and various market indices like NEW YORK, GERMANY, PARIS, AUSTRALIA, TOKYO, BRUSSELS/LUXEMBOURG, AMSTERDAM, COPENHAGEN, SWITZERLAND, MILAN, and OSLO.

FRIDAYS ACTIVE STOCKS

Table listing active stocks on Friday, including Dry Chemical, Amco Electric, and others with their prices and changes.

INDICES

NEW YORK - DOW JONES

Table showing Dow Jones Industrial Average and other indices from July 5 to July 8, 1977.

STANDARD AND POOR'S

Table showing Standard and Poor's 500 Index and other indices from July 5 to July 8, 1977.

F.T. CROSSWORD PUZZLE No. 3,426

A prize of £3 will be given to each of the senders of the first three correct solutions opened.

Crossword puzzle grid with clues for Across and Down.

SOLUTION AND WINNERS OF PUZZLE No. 3,420

Following are the winners of last Saturday's prize puzzle:

- Mr. A. James Blair, 85 Barnfield Wood Road, Beckenham, Kent BR3 2ST.

RACING BY DOMINIC WIGAN

Review to hold off southern challenge

Review could well be another lightweight, Dick Herr's Tully, although he has disappointed of holding a strong Southern field at Newbury on his seasonal reappearance this half.

At Chester, where the day's feature event, the £5,000 Silver Jubilee Stakes, has only Ribbarh, Manntain Cross, Man Alive and the likely winner Matinale in opposition, the most interesting race seems to be the Eccleston Stakes.

At the Sign Centre, where the presence of three previous winners I expect to see the Royal filly match up to her good home reputation with clear cut success.

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consideration for this race, when lifting the Andy Capp Handicap at Redcar on his last appearance. Sent into the lead over half a mile from home, Review, ridden as at-day by Mark Birch, stayed on strongly to pass the best four lengths ahead of St. Cyr, to whom he was conceding 6 lb.

SPAIN

Table showing Spanish market data including Banco Bilbao, Banco Atlantico, and others.

BRASIL

Table showing Brazilian market data including Acaelis, Banco Brasil, and others.

NOTES: Overseas ticks exclude 5 premium. Belgian dividends are after withholding tax.

AMSTERDAM

Table showing Amsterdam market data including Ahold, Alro, and others.

COPENHAGEN

Table showing Copenhagen market data including A/S. Danmarks, A/S. Høst, and others.

MILAN

Table showing Milan market data including Agnelli, Ansaldo, and others.

OSLO

Table showing Oslo market data including A/S. Norske, A/S. Ragnvald, and others.

STOCKHOLM

Table showing Stockholm market data including ASEA, Astra, and others.

VIENNA

Table showing Vienna market data including Austria, Austria, and others.

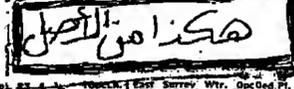
JOHANNESBURG

Table showing Johannesburg market data including Anglo, Anglo, and others.

WIRELESS

Table showing wireless market data including Anglo, Anglo, and others.

Advertisement for 'Review of...' with a large graphic and text.



SPECIAL LIST
JULY 6 (NI)
JULY 7 (2)
JULY 6 (NI)
JULY 5 (NI)
JULY 4 (NI)

RULE 163 (1)
Bargains marked under Rule 163 (1) (e) in securities for which quotation has not been granted and which are not recorded in the Official List.

Shipping
TEA & COFFEE
WATERWORKS
PROPERTY
EXCHANGE CROSS-RATES
EURO-CURRENCY INTEREST RATES

MONEY & EXCHANGES

Rise in bill rate

Bank of England Minimum Lending Rate 8 per cent. (since May 13, 1977)
The Treasury bill rate rose by 0.075 per cent. to 4.55 per cent. in the London money market...

Table with columns: July 8 1977, Sterling, Interbank, Local deposits, Finance, Company deposits, Treasury bills, etc.

EXCHANGES AND BULLION

The U.S. dollar remained depressed in the foreign exchange market, finishing at its lowest generation, widened to 1.98 per cent. of the week in terms of the West German mark...

EXCHANGE CROSS-RATES

Table with columns: July 8, Frankfurt, New York, Paris, Brussels, London, Amsterdam, Zurich, etc.

EURO-CURRENCY INTEREST RATES

Table with columns: July 8, Starting, U.S. Dollar, London, Dutch Guilder, Swiss franc, W. German mark, etc.

U.K. CONVERTIBLE STOCKS 8/7/77

Table with columns: Name and description, Size, Current price, Terms, Ass'd Conv. version dates, Flat yield, Red. yield, Premium, Income, Cheap (+) Dear (-) Current

Financial Times Saturday July 9 1977
List of companies and their share prices, including Anglo American, Anglo American Corp., Anglo American Gold, etc.

FINANCIAL TRUSTS (81)
List of various financial trusts and their details.

INSURANCE (135)
List of insurance companies and their details.

INVESTMENT TRUSTS (250)
List of investment trusts and their details.

UNIT TRUSTS (3)
List of unit trusts and their details.

IRON, COAL & STEEL (15)
List of iron, coal, and steel companies and their details.

MINES
List of mining companies and their details.

MISCELLANEOUS (83)
List of miscellaneous companies and their details.

AL AUTHORITY BOND TABLE
Table with columns: Authority, Annual gross interest, Interest payable, Minimum sum, Life of bond.

BUILDING SOCIETY RATES
Table with columns: Deposit, Rate, Share Accruals, etc.

STOCK EXCHANGE REPORT

Small technical rally as Account comes to quiet end Index puts on 2.3 to 443.7 for net loss on week of 7.5

Account Dealing Dates
*First Declared Last Account Dealing Dates
*First Declared Last Account Dealing Dates

Moderate offerings and the absence of any real support lowered the investment currency premium to 11 1/2 per cent. before revived institutional demand.

Home Banks mixed
Home banks were without a decided trend. Barclays, 2 1/2, and National Westminster, 2 1/2, had declined 3 to 2 1/2.

Gifts rally
A recovery trend in gilt-edged reflected views that, despite the unsettling events of the past few days regarding any meaningful third phase, the market had been done.

Thorn Elect. steady
Although the preliminary results from the Thorn Electric Industrial were up to most expectations they failed to generate any real buying interest.

De Vere signed up 2 to 150p, while Pontic's bid for a shade to 25 1/2 and Norfolk Capital firm offered penny to 20p.

Redream lower
Fading hopes of a bid from Pilkington Bros. prompted a reaction of 2 to 18p, after 18 1/2 in Redream National Glass.

Gains in Oils
A lively trade developed in some of the more speculative North Sea oil issues and Siebens (UK) featured with a rise of 2 1/2 to 150p.

Property leaders were little changed, but scattered improvements were recorded in secondary issues. B. Sunley, a recent speculative favourite, rose 2 to 16 1/2.

Following details of the proposed merger, Cable Trust moved up 5 to 13 1/2 and Globe Investment Trust improved 2 to 9 1/2.

FINANCIAL TIMES STOCK INDEX
Table with columns for July 8, 7, 6, 5, 4, 3, 2, 1 and values for Government Secs, Fixed Interest, Industrial Ordinary, etc.

HIGHS AND LOWS
Table with columns for High, Low, High, Low and values for Govt. Secs, Fixed Int., Ind. Ord., Gold Mines.

ACTIVE STOCKS ON THE WEEK
Table with columns for Stock, Denomina, Closing price, Change on week.

YESTERDAY
Table with columns for Stock, Denomina, Closing price, Change on day.

RISES AND FALLS
Table with columns for Stock, Denomina, Closing price, Change on day.



NEW HIGHS AND LOWS FOR 1977
Table listing new highs and lows for various stocks in 1977.

RECENT ISSUES
Table listing recent issues of stocks, including issue price, date, and details.

OPTIONS TRADED
Table listing options traded, including deal dates, settlement dates, and details.

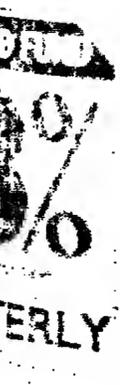
FIXED INTEREST STOCKS
Table listing fixed interest stocks, including issue price, date, and details.

BASE LENDING RATES
Table listing base lending rates for various banks and financial institutions.

'RIGHTS' OFFERS
Table listing rights offers, including issue price, date, and details.

FT-ACTUARIES SHARE INDICES

Table of FT-Actuaries Share Indices, including Equity Groups, Fixed Interest Price Indices, and Fixed Interest Yields.



AUTHORISED UNIT TRUSTS

OFFSHORE AND OVERSEAS FUNDS

Table of authorised unit trusts including: Guardian Royal Ex. Unit Mgrs. Ltd., Practical Invest. Co. Ltd., Fidelity Mgmt. & Res. (Bda.) Ltd., and many others. Columns include fund names, managers, and performance data.

Table of offshore and overseas funds including: Arbutnot Securities (C.I.) Limited, Fidelity Mgmt. & Res. (Bda.) Ltd., and various international investment funds.

ACTIVE STOCK THE WEEK - Table listing stock performance for the week, including high and low prices and percentage changes.

WSON HIGH YIELD FUND - Advertisement for a high yield fund with a 10% return. Text describes the fund's performance and investment strategy.

Table of insurance, property, and bonds including: Abbey Life Assurance Co. Ltd., Equitry & Law Life Ass. Soc. Ltd., and various other financial products.

Table of insurance, property, and bonds including: Equitry & Law Life Ass. Soc. Ltd., New Court Property Trust Mgrs. Ltd., and various other financial products.

NOTES - Additional information and disclaimers regarding the fund listings and insurance products.

FT SHARE INFORMATION SERVICE

Relative Strength

Relative strength is the difference between a good and a bad investment. We supply relative strength charts for Britain's leading companies, plus all the other price information necessary for successful investment. Write or telephone for a free sample.

CHART ANALYSIS LIMITED
194-200 Bishopsgate, London, E.C.2M. 4PE.
Tel: 0123 4476

BRITISH FUNDS

High	Low	Stock	Price	% Chg	Yield
101.1	99.8	Shorts (Lives up to 5 years)	100.0	0.0	7.71
101.1	99.8	Trustee's	100.0	0.0	7.71
101.1	99.8	Trustee's	100.0	0.0	7.71

BANKS AND HIRE PURCHASE

High	Low	Stock	Price	% Chg	Yield
101.1	99.8	Bank of England	100.0	0.0	7.71
101.1	99.8	Bank of Scotland	100.0	0.0	7.71

INTERNATIONAL BANK

High	Low	Stock	Price	% Chg	Yield
101.1	99.8	International Bank	100.0	0.0	7.71

CORPORATION LOANS

High	Low	Stock	Price	% Chg	Yield
101.1	99.8	Corporation Loans	100.0	0.0	7.71

COMMONWEALTH & AFRICAN LOANS

High	Low	Stock	Price	% Chg	Yield
101.1	99.8	Commonwealth & African Loans	100.0	0.0	7.71

LOANS (Miscel)

High	Low	Stock	Price	% Chg	Yield
101.1	99.8	Loans (Miscel)	100.0	0.0	7.71

FOREIGN BONDS & RAILS

High	Low	Stock	Price	% Chg	Yield
101.1	99.8	Foreign Bonds & Rails	100.0	0.0	7.71

AMERICANS

High	Low	Stock	Price	% Chg	Yield
101.1	99.8	Americans	100.0	0.0	7.71

CANADIANS

High	Low	Stock	Price	% Chg	Yield
101.1	99.8	Canadians	100.0	0.0	7.71

BUILDING INDUSTRY—Continued

High	Low	Stock	Price	% Chg	Yield
101.1	99.8	Building Industry	100.0	0.0	7.71

DRAPERY AND STORES—Continued

High	Low	Stock	Price	% Chg	Yield
101.1	99.8	Drapery and Stores	100.0	0.0	7.71

ENGINEERING—Continued

High	Low	Stock	Price	% Chg	Yield
101.1	99.8	Engineering	100.0	0.0	7.71

BANKS AND HIRE PURCHASE

High	Low	Stock	Price	% Chg	Yield
101.1	99.8	Banks and Hire Purchase	100.0	0.0	7.71

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High	Low	Stock	Price	% Chg	Yield
101.1	99.8	Americans	100.0	0.0	7.71

ELECTRICAL AND RADIO

High	Low	Stock	Price	% Chg	Yield
101.1	99.8	Electrical and Radio	100.0	0.0	7.71

ENGINEERING MACHINE TOOLS

High	Low	Stock	Price	% Chg	Yield
101.1	99.8	Engineering Machine Tools	100.0	0.0	7.71

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High	Low	Stock	Price	% Chg	Yield
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ENGINEERING—Continued

High	Low	Stock	Price	% Chg	Yield
101.1	99.8	Engineering	100.0	0.0	7.71

ENGINEERING—Continued

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High	Low	Stock	Price	% Chg	Yield
101.1	99.8	Engineering	100.0	0.0	7.71

CHEMICALS—PLASTICS

High	Low	Stock	Price	% Chg	Yield
101.1	99.8	Chemicals—Plastics	100.0	0.0	7.71

CHEMICALS—PLASTICS

High	Low	Stock	Price	% Chg	Yield
101.1	99.8	Chemicals—Plastics	100.0	0.0	7.71

CHEMICALS—PLASTICS

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101.1	99.8	Chemicals—Plastics	100.0	0.0	7.71

CHEMICALS—PLASTICS

High	Low	Stock	Price	% Chg	Yield
101.1	99.8	Chemicals—Plastics	100.0	0.0	7.71

CHEMICALS—PLASTICS

High	Low	Stock	Price	% Chg	Yield
101.1	99.8	Chemicals—Plastics			

Handwritten Arabic text: "سكان العالم"

ASTRIALS—Continued

Table of stock prices for various companies, including columns for Stock, Price, and other financial metrics.

MOTORS, AIRCRAFT TRADES

Table listing prices for various motor vehicles and aircraft components, categorized by type and manufacturer.

PROPERTY—Continued

Table of real estate listings, including property addresses, descriptions, and prices.

TRUSTS—Continued

Table listing various trusts and their associated assets, with columns for Stock, Price, and other details.

TRUSTS—Continued

Table listing various trusts and their associated assets, with columns for Stock, Price, and other details.

Advertisement for SUMITOMO HEAVY INDUSTRIES, LTD. featuring the text: "For ocean development, systems engineering, and environment protection."

Table titled "MINES—AFRICAN" listing various African mining companies and their stock prices.

Table titled "AUSTRALIAN" listing various Australian companies and their stock prices.

Table titled "TINS" listing various tin-related products and their prices.

Table titled "MISCELLANEOUS" listing various miscellaneous goods and their prices.

NOTES section containing various financial notices, company announcements, and legal notices.

Commercial Vehicle

Table listing prices for commercial vehicles, including different models and specifications.

Components

Table listing prices for various automotive components and parts.

Garages and Distributors

Table listing prices for services provided by garages and distributors.

SHIPBUILDERS, REPAIRERS

Table listing prices for shipbuilding and repair services.

SHIPPING

Table listing shipping rates and schedules for various routes.

SHOES AND LEATHER

Table listing prices for shoes and leather goods.

SOUTH AFRICANS

Table listing prices for various South African companies.

TEXTILES

Table listing prices for various textile products.

PROPERTY

Table listing real estate listings and property prices.

TOBACCO

Table listing prices for various tobacco products.

TRUSTS, FINANCE, LAND

Table listing various trusts, financial services, and land-related transactions.

OILS

Table listing prices for various oil products.

OVERSEAS TRADERS

Table listing prices for goods traded overseas.

RUBBERS AND SISALS

Table listing prices for rubber and sisal products.

TEAS

Table listing prices for various tea products.

MINES

Table listing prices for various mining operations.

EASTERN RAND

Table listing prices for mining operations in the Eastern Rand region.

FAR WEST RAND

Table listing prices for mining operations in the Far West Rand region.

O.F.S.

Table listing prices for various O.F.S. (Overseas Financial Services) products.

FINANCE

Table listing various financial instruments and their prices.

REGIONAL MARKETS

Table listing stock prices for various regional markets.

OPTIONS

Table listing prices for various options contracts.

DIAMOND AND PLATINUM

Table listing prices for diamonds and platinum.

INSURANCE

Table listing various insurance policies and their rates.

FINANCE, LAND, etc.

Table listing various financial and land-related transactions.

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MAN OF THE WEEK

Soldier dabbling in politics

BY DAVID HOUSEGO

THE PAKISTAN and Indian armies are both products of the British tradition that soldiers keep out of politics. The Indian army has not wavered from it. But this week's coup in Pakistan organised by General Zia-ul-Haq, the army chief of staff, is the first time since independence that the military have taken over the government.

Part of this divergence in history is due to the shared pride of the Moslem officer corps, who along with the Moslem troops, were regarded as the pick of the army in former British India. When partition came in 1947, it was natural that a Moslem army



General Zia
Used to live by the rules

should regard itself as the guardian of the fragile Islamic State of Pakistan—particularly when that fragility was exacerbated by sterile political squabbling.

It was Mr. Bhutto's aim when he took over in 1971 to transform the Pakistan army into the same apolitical animal as India's army. He soon dismissed those commanders who had placed him in power even though they were amongst the few whose reputation had survived intact the humiliating defeat by India. He had frequently replayed on television the film showing the Pakistani surrender at Dacca. Above all he picked out military officers to fill the key posts in the services.

General Zia is of that mould. Until Tuesday's coup the distinctive feature of his career was that he was an officer who lived by the rules and could be counted on to follow orders without question.

Dramatic

A brigadier in 1971 with a respectable record behind him of active service in Burma, Malaysia and Indonesia during World War II, and then of combat experience in the 1965 and 1971 wars with India, his subsequent promotion was dramatic. He became a major general in 1972, then a Corps commander, and in 1976 was elevated over the heads of several other commanders to much to their anger—to be Army Chief of Staff.

He had no particular flair for leadership or military strategy. But then Mr. Bhutto did not envisage another war and did not want a personality who would challenge him.

In appearance General Zia, dapper and moustachioed, looks the cardboard caricature of an Indian army officer. An important difference is that he is not out of the same upper drawer as many of his military colleagues. Mr. Bhutto himself with his wealthy land-owning background. He was born in 1924 in Jhelum in East Punjab—now part of India—to a family of modest means. He has always lived frugally and followed Islamic principles in abstaining from liquor. When he took over as Army Chief of Staff, he forbade alcohol to be served to officers' messes.

Paradox

Mr. Bhutto evidently hoped that his social origins would deprive him of the weightiest paradox is that they contributed to Mr. Bhutto's overthrow. For it was the small shopkeeping class, devout if not fanatical Moslems, who took the lead in the street agitation in pursuit of Mr. Bhutto's resignation.

Throughout the 11 weeks that the army administered the key cities of Karachi, Lahore and Hyderabad under Bhutto's limited declaration of martial law, General Zia kept his ear close to popular feeling by regular meetings with civilians. As a military man, General Zia now faces immensely complicated economic and political problems. In the best known political figures in Pakistan—Mr. Bhutto and the opposition leader Air Marshall Asghar Khan—he is also no simple person. He has embarked on a course whose end is impossible to predict but which is likely to leave the army the dominant force in Pakistan for a long time yet.

State aims at early use of new accounts system

BY MICHAEL LAFFERTY, CITY STAFF

THE GOVERNMENT yesterday reaffirmed its support for the early introduction of the controversial current cost accounting (CCA) system which most English chartered accountants do not wish to see made obligatory.

Its statement comes only a few days after members of the English Institute of Chartered Accountants voted in favour of leaving CCA optional, thereby throwing all existing plans to implement the Morphet group's proposals into confusion.

The Government policy was spelled out in a written Parliamentary answer by Mr. Stanley Clinton Davis, the Parliamentary Under-Secretary of State for Trade, in response to a question from Mr. Neville Trotter, Conservative MP for Lincunmouth.

The brief statement said: "The Government, like the Council of the Institute of Chartered Accountants in England and Wales, reaffirms its support for the early introduction of a system of inflation accounting; it also reaffirms its desire that current cost accounting should be the basis for the preparation of company accounts as soon as practicable."

"It notes that the council in its statement of July 6 has recognised that there should be a reappraisal of the approach to the introduction of inflation accounting; and that the council intends to urge the Accounting Standards Committee to hold further consultations with representatives of finance, commerce, industry and the Government. The Government welcomes this approach."

The statement concluded with a reminder that the draft EEC fourth directive on company accounts, which is expected to be approved later this year, will allow member States to introduce systems of inflation accounting, including CCA, if they so wish.

The Government's comments were welcomed as helpful and constructive by the accounting bodies. They were seen as giving much needed support to the Accounting Standards Committee, the time-making body on accounting matters, to seek another acceptable method for implementing CCA.

However, some accountants were disappointed that the Government was not taking a greater lead in the matter. It also became clear yesterday that the Morphet Inflation Accounting Steering Group would not be holding the planned public hearings on its CCA proposals late next month and in early September.

It appears that Mr. Douglas Morphet, the steering group's chairman, has been persuaded that no useful purpose would be served by holding the hearings until new proposals are published for comment.

The controversy surrounding the original Morphet CCA proposals has led to considerable speculation in the profession about the future of the Inflation Accounting Steering Group, which is partly Government-financed.

The group said yesterday that it had enough work to keep it fully occupied until the end of 1977. "There is probably enough finance available for another year," it added.

Danger to free world trade, says Blumenthal

BY JONATHAN CARR

BONN, July 8

FREE WORLD trade is seriously endangered, says Mr. Michael Blumenthal, the United States Treasury Secretary, and he has urged that a concerted effort be made for early results from the stalled talks in Geneva on the General Agreement on Tariffs and Trade.

Mr. Blumenthal made his comments in an interview published today in the West German financial newspaper Handelsblatt. They come five days before the arrival of Chancellor Helmut Schmidt in Washington for talks with President Carter on among other things, world economic matters.

Any move to block the Geneva negotiations was a "terrible mistake." On the contrary, Mr. Robert Strauss, the U.S. special trade negotiator, would be in Brussels next week to discuss with the European Commission a brief re-start of the talks in September.

Mr. Strauss would seek to pave the way both in the industrial and agricultural sectors for an early exchange of offers in Geneva, in turn leading to cuts in trade restrictive measures. This course would give strong arguments to both the U.S. and

Japan and shoes from South Korea and Taiwan.

On the other hand, the European Community was moving to cut imports in sectors including steel, textiles and electronics. And French business was demanding that the Geneva trade liberalisation talks be stopped altogether.

Mr. Strauss would seek to pave the way both in the industrial and agricultural sectors for an early exchange of offers in Geneva, in turn leading to cuts in trade restrictive measures. This course would give strong arguments to both the U.S. and

German governments against those now pressing for protection against imports.

Mr. Blumenthal said that the U.S. was not bringing "massive pressure" to bear on West Germany to take further action to boost its economy. The German Government would do what it felt it had to do in the national interest.

However, several countries, "not only the federal republic," were falling behind the growth targets they had set themselves. Germany's balance of payments surplus probably would be higher than expected this year while its aim of 5 per cent real growth in GNP might not be met.

More oil companies cut price of petrol

By Ray Dafter, Energy Correspondent

MORE OIL companies yesterday grudgingly followed Shell's lead and cut the price of petrol by up to 3p a gallon.

British Petroleum, Esso and Continental Oil's Jet outlets were among those to cut the basic wholesale price of petrol.

It will mean significantly cheaper petrol at out-of-the-way rural garages although motorists in busy areas may find little difference in the pump price.

At the same time as reducing the basic price of the major grades by 2.5p a gallon, the companies are endeavouring to withdraw entirely their support schemes which have been used to help retailers cut prices in areas of stiff competition.

Shell has said that the move should stabilise the market, reduce the number of confusing discount offers, improve the oil industry's credibility, and boost sales, particularly on holiday routes.

Some of its major competitors are, however, it was pointed out that the industry could not afford to cut the basic price of petrol—the first reduction since spring 1967—only 10 weeks after increasing prices by about 1p a gallon. None of the big petrol suppliers are making an adequate profit.

However, BP, Esso and others have followed suit for fear of losing market shares. Esso, Britain's second largest petrol company after Shell with 6,500 outlets, said: "This will lead to cheaper motoring in the rural and holiday areas which do not benefit from the severe competition which characterises the trade at present."

Like BP, the third biggest petrol supplier, Esso is cutting the basic wholesale price to retailers by 2.5p a gallon for two, three and four star grades.

When Value Added Tax is taken into consideration the reduction is worth about 3p a gallon.

Esso is reducing the wholesale price of five-star petrol by 0.5p a gallon whereas BP is reducing the price of this grade by 1p.

Continental Oil said that petrol at its 800 Jet stations would also be as much as 3p a gallon cheaper.

There is concern among a number of oil marketing executives that in spite of Shell's move, discount offers will continue leaving suppliers with no option but to support their dealers in defensive price cutting.

Bally shoe chief resigns

BY JOHN WICKS

ZURICH, July 8

MR. WERNER K. REY, the major shareholder in Bally shoe group who came in for heavy shareholder criticism at the company's annual general meeting on Wednesday, today resigned as managing director and management chairman.

Mr. Rey, a 33-year-old Swiss businessman, became the leading manager of C. F. Bally earlier this year after a company of his, Sydikats, had gained control of the Bally group and ousted the former Board.

Since then Mr. Rey's career at Bally has been stormy, culminating recently in allegations in the Swiss newspaper Neue Zürcher Zeitung that he had engaged in asset stripping to the detriment of Bally.

It also became clear today that the company's annual meeting on Wednesday did not produce the necessary absolute majority needed to discharge the

Bally Board from liability for the financial year ended last April.

This fact, which had not been generally realised at the time of the meeting, means that the Bally Board could become the subject of any law suit which might be brought in connection with Bally's stewardship in 1976-1977.

Mr. Rey, who was a vice-president of C. F. Bally as well as being appointed to a four-man committee created to take over the responsibilities hitherto borne by the managing director.

On Wednesday, Mr. Rey and his Board had acceded to a wish, expressed by a number of minority shareholders, including Union Bank of Switzerland, for an extraordinary general meeting in view of the allegations made by Neue Zürcher Zeitung. Today's communiqué says

that a report is to be prepared, if possible by September 30, by the outside auditing firm Schweizerische Treuhandgesellschaft on the newspaper's allegations. This will determine in particular the quality of individual debtors of C. F. Bally. The extraordinary general meeting will take place after September 30.

In a personal statement, Mr. Rey today said his resignation from the leadership of the company's general management was intended to be in the best interests of the Bally group. He expressed his confidence in the ability of the "very able" management.

He was convinced that the auditors' report would confirm that no damage had been done to Bally and that all legal and financial regulations had been conformed with.

Giscard urges united front

BY ROBERT MAUTHNER

PARIS, July 8

PRESIDENT Giscard d'Estaing today came off the political dapper and moustachioed, looks the cardboard caricature of an Indian army officer. An important difference is that he is not out of the same upper drawer as many of his military colleagues. Mr. Bhutto himself with his wealthy land-owning background. He was born in 1924 in Jhelum in East Punjab—now part of India—to a family of modest means. He has always lived frugally and followed Islamic principles in abstaining from liquor. When he took over as Army Chief of Staff, he forbade alcohol to be served to officers' messes.

restricted once a Left-wing Government came to power. The Constitution of the Fifth Republic had been ratified by the people of France, the President said, and he would ensure it was respected.

Mr. Giscard, who recently said he would not resign even if the Socialist-Communist alliance won the election, put his cards squarely on the table.

The parties making up the present Parliamentary majority did not have the right to lose the General Election, he told a large crowd at the small town of Carpentras. It was their duty to overcome petty quarrels.

The President's statement was a reply to criticism, particularly from the Gaullist Party, of his failure to give a political lead.

M. Jacques Chirac, the Gaullist leader, who resigned as Prime Minister last August after a bitter dispute with the President, has even said Mr. Giscard had forfeited the right to lead the coalition parties into the General Election by his "staying-on" statement.

Mr. Giscard-to-night pointed out his Presidential functions did not permit him to behave like a political party leader. But this did not mean that he had abdicated politically.

The President called upon the coalition parties to agree on a joint action programme which was a progressive, liberal and just alternative to the common programme of the Left.

President Giscard also took a fierce swipe at the Communist Party, which yesterday proposed in a review published by its Central Committee that the President's powers should be severely

restricted once a Left-wing Government came to power. The Constitution of the Fifth Republic had been ratified by the people of France, the President said, and he would ensure it was respected.

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Continued from Page 1

Liberal poll vote

the opportunity was there, the votes were not.

A widely-held assumption was that the Tories took some votes from Liberals opposed to the pact, and that the Liberals gained support from disenchanted Labour voters.

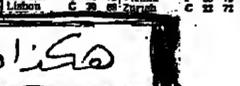
Labour was also clearly hit by large-scale abstentions as the party's vote slumped from 26 per cent at the General Election to 14 per cent. The swing from Liberals to Conservative was 8.5 per cent.

Mr. Alan Beth, the Liberal Chief Whip, and an advocate of the pact, said on BBC radio that he was happy with the result. The 13 Liberal MPs would now be looking "cautiously and carefully" at renewing the agreement.

Mr. Ron Hayward, Labour Party general secretary, admitted it was a disappointing result, but not unexpected.

"The Labour Government's unpopular measures will soon be showing positive results, and from then on we can expect different results from parliamentary elections," he said.

Mr. Steel said the result showed a significant improvement in Liberal performance, which must be due in part to the candidate's strong advocacy of

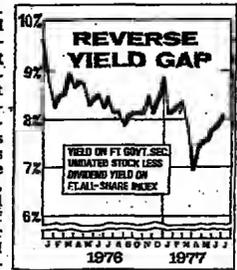


THE LEX COLUMN

Growth picture at Thorn

The BP account had run out of steam by the time the miners and the transport workers took 9.5 points off the 30-Share Index on Wednesday and Thursday. The monstrously oversubscribed Sotheby's issue could only manage a 6p premium at one point on its debut day, though yesterday it climbed to 174p against the 150p issue price. But elsewhere the closing rally, restoring 2.3 points on the Index, was purely technical and markings were again below 5,000. The funds evidenced in the BP, Sotheby's and Lasmo offers will not be going into the rest of the market till the political air is cleared, and the continued nerves about underlying inflationary trends pushed long gilt to yields of 14 per cent during the week, continuing the three-month trend of a widening reverse yield gap.

Index rose 2.3 to 443.7



Started in 1966 at 5 in 1974, stuck there years and then, on this year, when we were moving the moved to 10 per cent 865,000 accounts and deposit under £2k temporarily above m does not matter. In month £6m comes it goes out. Now lot have increased near cent in two month on £1m.

To cut off the flood limit per holder is l. duced. But this mes Treasury Order bef ment for 40 days, £154m. cash flow generated societies have, wit into working capital. In the money flooding into their liquidity ratio has plans to step up spending points in two month commitments two month this fairly quickly on modernisation schemes. NSB get rid of especially as the £ further useful profits growth in June. But s vulnerable to pay claims on the pension fund money labour-intensive rental sale, be spare to sit out 2 months to 10 per c NSB's rate could under more pressu unbalancing weight This is the seco Savings avalanche £ the first quarter £ were steaming int issue of National S£ the last few days o £50m. a day of Cert being bought despit maximum holdings ing societia whi then at the peach deposits now seem their own back.

The National Savings Bank has another fortnight to endure the problem of accepting unlimited supplies of one-month money at 10 per cent. Commercial concerns are debarred, but any non-profit making body can take advantage of the rate. The building societies, which cannot invest in each other to take advantage of another out-of-line deposit rate, spotted this at the end of May. With some pension funds and charities joining in, £145m. arrived on the last two days of the month and at the end of June (National Savings movers and interest is only paid on complete months) the flood was slightly larger.

National Savings has traditionally been cheap, sometimes cruelly cheap, Government borrowing. This 10 per cent, on the £40m. or so on acquiring existing rental agreements, spending on rental sets rose £8m. to

end a record run: the rate on per cent.

Globe/Cable

The huge £250m merger of Cable seems to be havin impact on assets market was expect net asset value go, fifth and Cable's b. The news left both fully higher yester justification for the existence of such lumbering invest remains obscure. may eliminate the counts, but there is, the hlem of a single dis looks to be someti

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Joint applicants, all must sign. State Mr/Mrs/Miss or Titles and Forenames
Full Name(s) _____
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